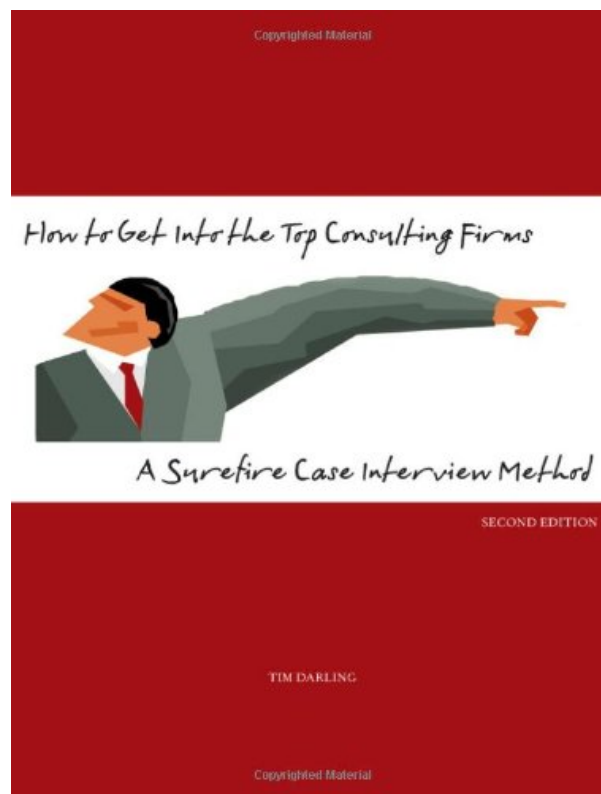


HOW TO GET INTO THE TOP CONSULTING FIRMS: A SUREFIRE CASE INTERVIEW METHOD - 2ND EDITION BY T. DARLING



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A Surefire Case Interview Method

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About the Author

Tim Darling is a manager at a top consulting firm

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- "What are the main drivers in determining the price of a new medical device?"
- "Should a beverage company acquire another producer?"
- "How should a manufacturer respond after a competitor introduces a breakthrough new product?"

While you could memorize answers to the most popular case interview questions, what happens when you encounter an issue that's outside of their reach?

In *How to Get Into the Top Consulting Firms*, management consultant Tim Darling offers a holistic approach for solving problems in 30 minutes or less. By showing how to break an issue into its core components, he simplifies case interviews by illuminating them from the perspective of the consulting firms.

13 interactive cases are included with detailed data, charts, and solutions. This second edition contains over 50% revised and additional content.

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Features

- Used Book in Good Condition

About the Author

Tim Darling is a manager at a top consulting firm

Most helpful customer reviews

64 of 69 people found the following review helpful.
not worth the money, take a closer look before buying
By K. Zhu

I would not recommend this book, especially compared to Cosentino's "Case in Point" book. Let me give a few reasons why:

Considering the price paid (\$30) I was a little bit taken aback by the thin content when the book arrived at my house. The book is about 90 pages long, if you're generous. Content starts on page 7, and between that and the end at page 89, there are 12 blank or essentially blank pages (of which several are fill in the box

pages for you to do work on the example problems -- do we really need this?), followed by 3 tables/charts for use with the problems, and a few supplemental pages and index. On first opening, I'm sorry to say it gave me the feeling of an elementary school workbook.

The page count of course, in itself, need not be a signal of whether the book is good, but the content on the remaining pages is also rather thin. In the introduction and first chapter, there are a few pages on the lifestyle of a consultant, resume format tips (which you have already gotten past if you're getting this book), networking techniques, all of which are covered better in other books, and not the primary reason for buying this one.

In the 55-60 remaining pages after taking away the above extraneous elements, the example problems are standard fare, and present some interesting, but not mindblowing ways to attack them with a framework. I don't think the single framework proposed is really *that* amazing, the way people have commented here.

Most of all, what struck me when comparing with the Cosentino book, is that in the example problems, aside from the 3 with supplemental charts (which is also odd -- why do relevant charts have to appear at the back, separate from the problems?), they are just lacking the fleshed out problem data for you to practice with. I don't mean they're not specific, but the Cosentino book regularly provides tables of sales figures, market data, example charts and tables, etc with almost every problem. The problems in this book seem a bit vague in comparison, with brief answer outlines and occasionally supplemental data provided. Combined with the 3 charts placed almost as an afterthought at the end, it makes it seem like the problems in this book were just not really compiled from careful examples. You can just see the difference in detail if you compare.

The most amazing thing I discovered after reading the book, which I must point out as a warning to others who rely on Amazon product reviews, is that to begin with, I was wondering how everyone seemed to provide amazing comments on the book here, making it sound like the 2nd coming of Christ, like a lifechanging read. It's ok at best, but consistently 5 stars from everyone?? Well, if you look at some of the Amazon commenters who have given 5 stars to this book, they magically also appear in the back of the book's acknowledgments! Surprised? J.Wu, Sachin Kotwani, Joshua Swartz, among those who've commented here, these are all names found in the book listed as contributors! And who knows about all the other similar glowingly positive reviews all submitted on or around April 8, 2008? The book only came out at the end of March. Did the author stoop to asking his friends to shill for him here? A bit ridiculous, don't you think?

I will be sending this book back for a refund, and keeping the Cosentino book, which costs only \$20 for much more content.

Unfortunately, I had high hopes for this book from all the descriptions, but was disappointed on receiving the real thing.

28 of 30 people found the following review helpful.

Very good literature for getting started in consulting

By thorwaler

Coming from math school, business cases were a bit intimidating and unfamiliar to me. Nevertheless, I wanted to get into management consulting. Darling's book really helped me understanding the whole process of case interviews better. However, practising case interviews online at Preplounge.com was just as important in my preparation. Well, something must have worked because I landed a job offer from Bain and Company. I can really speak for those coming from a math or any other background than business school: read the book, understand the process, but also practise real cases like you

can on Preplounge.

23 of 25 people found the following review helpful.

A solid book on "30-minute problem solving"

By Scott1981

The obvious comparison to this book is Marc Cosentino's Case In Point, which has been a best-seller in case interview preparation for many years. So perhaps the most obvious place to start a review is to say how this book differs from that.

The focus of Darling's book is on problem solving and how to get your hands dirty with a problem for 15 minutes, then to come up again for air and communicate a coherent, polished recommendation based on it. The problem-solving tips he suggest are simplified - but still surprisingly effective - variations of the problem-solving techniques used by strategic management consultants. Key topics include defining the problem/objective, building a MECE tree to disaggregate the key drivers of the problem, and understanding how to analyze that tree to solve the problem.

Most interesting to me (as someone with an MBA and 2 previous years' experience in a strategic consulting firm) was his explanation of how to use the various industry standard frameworks (such as the 3 C's, Porter's 5 Forces, the Value Chain, the 4 P's ...). In my previous experience, as with Cosentino's book, these frameworks were just thrown into a general toolkit with little guidance offered on how to use them. Do you know how and when to use the 3 C's or 5 Forces while solving a generic business problem? Darling offers his thoughts and they are very lucid and insightful. I don't know that they are the "right" or only answers, but his vision is well worth reading and considering for anyone in business - not just consultants, and certainly not just consultant firm candidates.

This brings me to the contrast with Cosentino's book. Cosentino offers more tools for your toolkit; Darling offers fewer tools with more detailed explanations. Cosentino falls on the side of learning the "answers" to a set of problems ahead of time and demonstrating your poise and polish in presenting them; Darling falls on the side of learning a general problem-solving technique and showing you can be a force in the team room with polish and poise saved for the end of the interview.

Which book or approach is better? Again, I don't know -- but as a pair, they make an interesting enough contrast that any serious candidate should most certainly read both.

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