

“Introduction to Management Consulting in Oil and Gas” held on 26th September 2013, organized by SPE London-YP together with BCG, turned out to be no ordinary recruitment event.

To begin with, the meeting was held in the very room with the famous balcony which featured on a several of The Beatles’ album covers – even if extensive renovations make it unrecognisable it still apparently attracts a lot of photo requests! The audience was diverse: young professionals, postgraduate students and postdocs. All keen to learn more about management consulting.

The presentation started with BCG Associate Director Philip Whittaker outlining his own career (he worked as a drilling engineering for a super-major prior to joining management consulting) and the BCG structure. He particularly stressed the growing trend in the consulting industry to employ technical professionals, as opposed to the previous practice of having mostly business-oriented staff. Then Consultant Richard Norton continued, giving a deeper insight into management consulting with an interactive twist.

Halfway through the presentation the attendees actively took part, divided into teams playing the role of consultants. The task was to tackle a recent BCG industry project: to measure ‘the client’ IOC against other upstream R&D players. It was broken down into two exercises: creating a list of companies to analyse, and structure the criteria for mapping competitors. From being friendly advisers when helping the teams, BCG consultants turned into exacting clients while listening to the young professionals’ presentations. Afterwards the results were compared to the actual company’s solutions and some other analysis tools were shared.

The session was wrapped up with a Q&A session. Summarizing what it takes to be a consultant, Principal Eric Oudenot succinctly stated: “being smart!”.

