

CONSULTING - ECONOMIC



KEY SKILLS

- Analytical
- Data Analysis
- Interpersonal Communication
- Problem-solving
- Public Speaking & Presentations
- Research
- Self-starter
- Teamwork
- Time Management
- Writing



CONCENTRATIONS/SPECIALIZATIONS

- Antitrust/Competition
- Auctions
- Bankruptcy
- Class Action Lawsuits
- Commercial Litigation
- Communications/Media
- Consumer Protection
- Corporate Compliance
- Development
- Document Research
- Energy
- Intellectual Property
- Labor/Employment
- Policy
- Product Liability
- Regulatory Economics
- Risk Advisory
- Securities/Finance
- Statistical Sampling
- Transfer Pricing
- White-Collar Crime



OVERVIEW

In **economic consulting**, information is provided to organizations in order to improve their performance & policies, primarily through the use of applied economics, mathematical economics, economic impact analysis, and economic forecasting across a broad spectrum of issues.

VS ECONOMIC CONSULTING VS. MANAGEMENT CONSULTING

Economic consulting firms: focus on the intersection of business, economics, and law. Projects may involve measuring damages when one company is accused of causing economic harm to another, forecasting current/future liabilities stemming from a product liability, or assessing an alleged manipulative pricing scheme in a specific market.

Management consulting firms: focus on helping organizations grow and/or improve performance by finding better ways of doing things. Projects span an array of topics including profitability, change management, supply chain, operations, and technology.



SAMPLE STUDENT ORGS

- Alpha Kappa Psi (Business Fraternity)
- Delta Sigma Pi (Business Fraternity)
- GW DATA
- GW Math and Stat Association
- GW Undergraduate Consulting Group
- GW Women in Business (GWWIB)
- TAMID at GW



INTERVIEWING

Some management consulting firms participate in **OCI at GW, or On-Campus Interviews**. Timelines vary: Freshman/Sophomores - Spring semester, Juniors - Fall & Spring, and Seniors - Fall semester.

Behavioral interviews look for experience & personality "fit" with employers; **Case interviews** test analytical skills, often with a 30-60 minute business problem. These often include short-term data analysis, calculations, & risk analysis, and culminate in an impromptu "expert report" presentation.



PROFESSIONAL ORGS

- American Economic Association (AEA)
- American Law and Economics Association
- International Consulting Economists' Association
- National Association for Business Economics (NABE)
- National Economic Association (NEA)



SAMPLE EMPLOYERS

- Bates White
- Berkeley Research Group
- Capital Economics
- Center for Economic & Business Research (CEBR)
- Charles River Associates
- Compass Lexecon
- Cornerstone Research
- FTI Consulting
- Global Insight
- Goldman Sachs
- Nathan Associates
- Navigant Consulting
- NERA Economic Consulting
- Pantheon Macroeconomics
- The Brattle Group

