

BAIN & COMPANY

Bain Application Kit

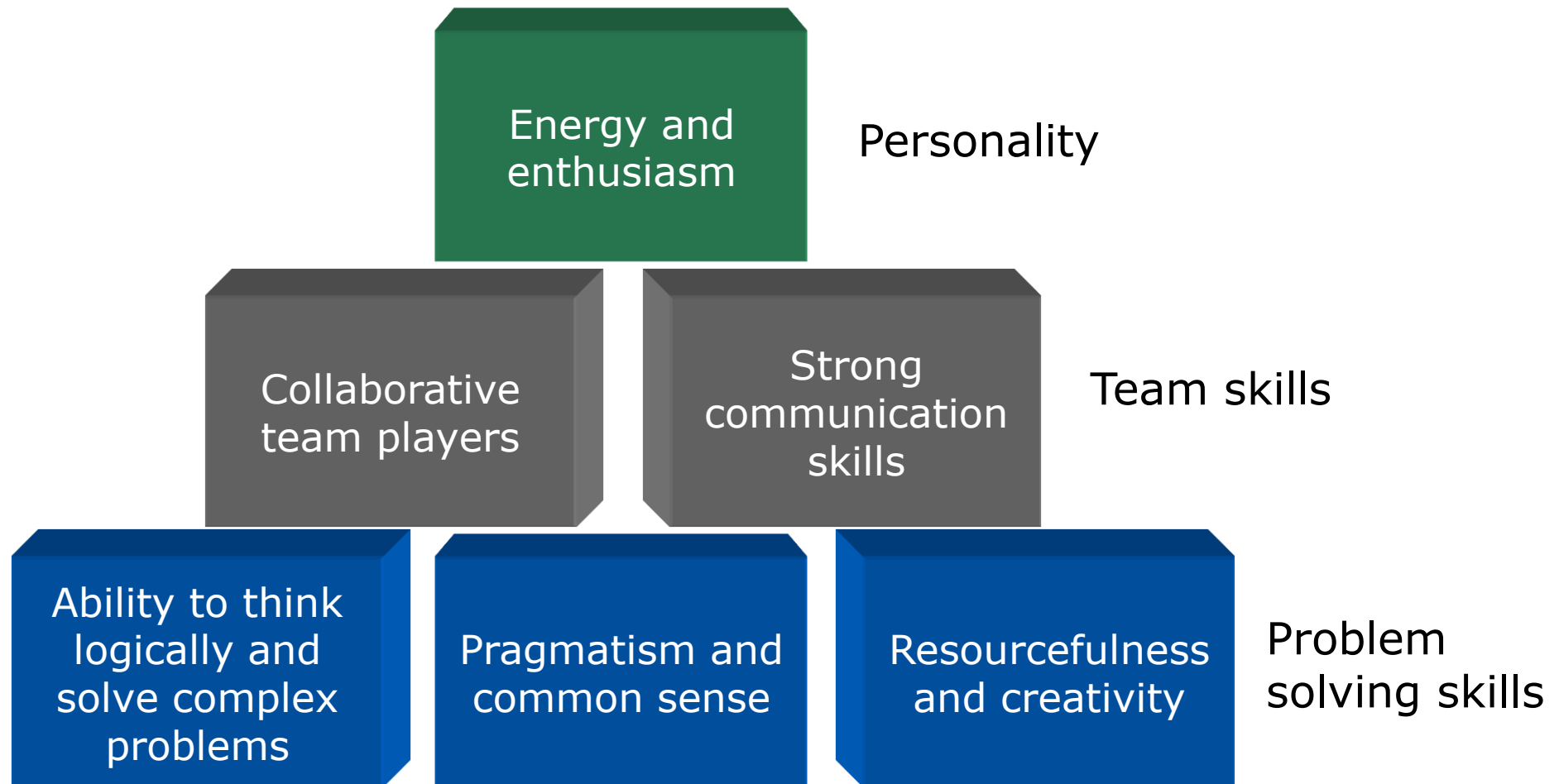
Fall 2011

Bain is a leading global strategy consulting firm

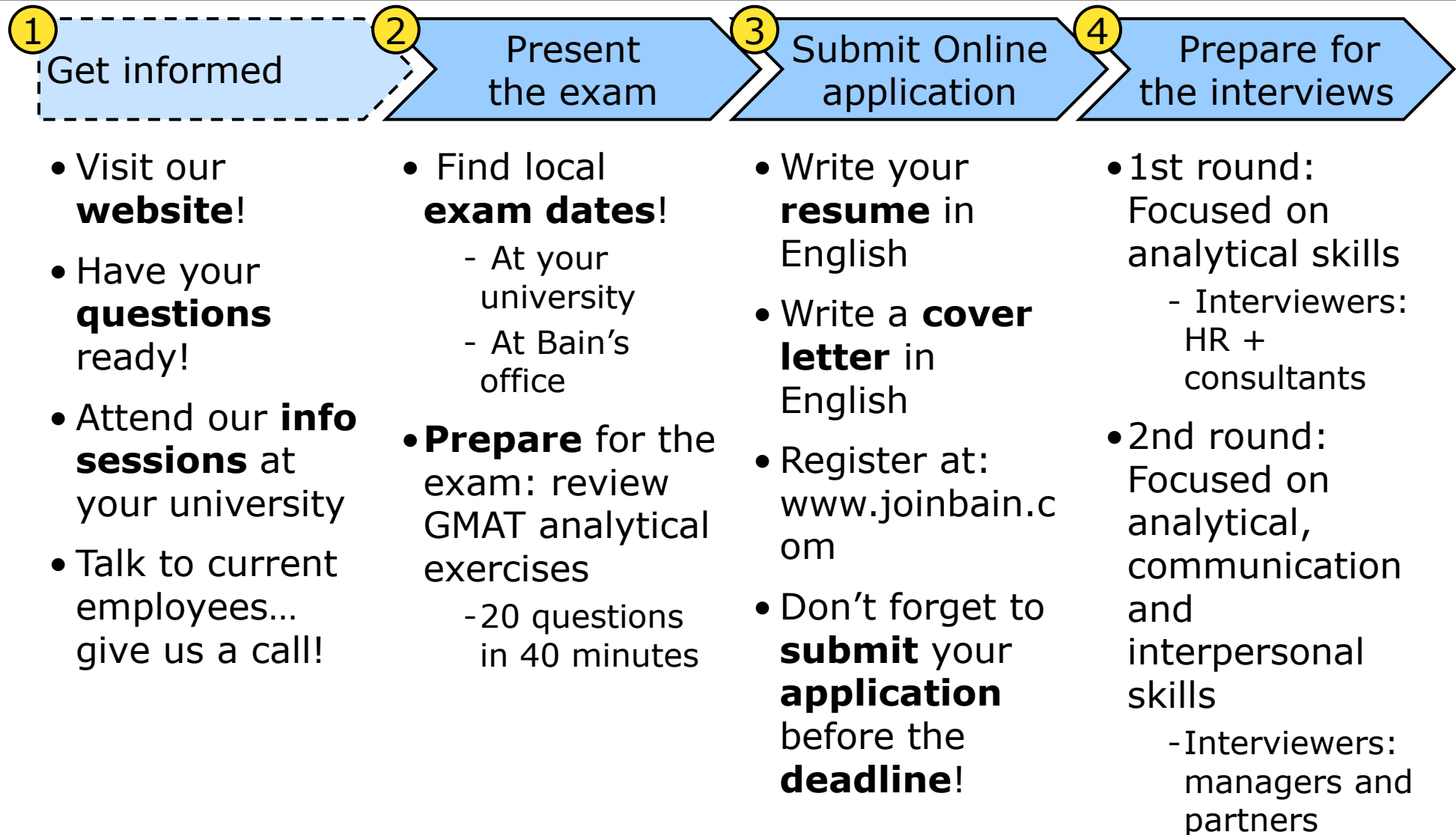


Bain helps make companies more valuable

We're looking for exceptional graduates with the following attributes



Bain Application Process



-  Bain Recommended
-  Compulsory

Keep in mind KEY DATES...

Campus	Recruiting info session	Exam date 1	Exam date 2
ITESM (Monterrey)	Aug 25. Hora: 5:00 Lugar: Sala mayor de rectoría	Aug 25. Hora: 6:30 Lugar: Sala mayor de rectoría	Aug 26 Horarios: 10 AM, 3PM, y 5PM Lugar: Aula 6, Sala 4
ITESM (CSF)	Aug. 30 th . Hora: 4:00PM Lugar: Auditorio	Aug. 30 th . Hora: 5:30PM Lugar: Auditorio	Sep. 1 st . Hora: 5:00PM Lugar: Auditorio
UNAM	Aug. 31 Hora:4.00PM Lugar: Facultad de Ingeniería, Auditorio Barros Sierra (Edificio Principal)		
ITAM	Sep. 1st. Hora:5:30PM Lugar:Sala Río Hondo	Sep 1st. 7:00PM Lugar: Sala Río Hondo	Sep. 2 nd . 8:00AM Lugar: Sala Río Hondo
ITESM (CCM)	Sep. 2 nd . Hora: 4:00 PM Lugar: EMBA 2 (Ubicado en Aulas 4, primer piso)	Sep 2 nd . Hora: 5:30 PM EMBA 2 (Ubicado en Aulas 4, primer piso)	Sep 5 th .: Hora: 5:00 PM EMBA 2 (Ubicado en Aulas 4, primer piso)
Oficina Bain México Paseo de Tamarindos 400-A, piso 24, Col. Bosques de las Lomas (El Pantalón) CONFIRMAR al 5267-1713/00		Sep 9th. 8:30AM 5:30PM	Sep 10th. 12:00PM
Universidad Iberoamericana	Sep 5 th Hora: 7:00PM Lugar: C. Ballesteros	Sep 5 th Hora: 8:10PM Lugar: C. Ballesteros	

1

There is a lot of information on Bain available!

Visit our websites...

www.bain.com.mx

www.joinbain.com

... and useful links

- **This is Bain**

<http://www.joinbain.com/this-is-bain/default.asp>

- **Build your career**

<http://www.joinbain.com/build-your-career/default.asp>

- **Life at Bain**

<http://www.joinbain.com/life-at-bain/default.asp>

- **Apply to Bain**

<http://www.joinbain.com/apply-to-bain/default.asp>



2 Prepare for the math exam...

Question 1: The value of a house in Cancun increased by $\frac{2}{5}$ from 2005 to 2006, but decreased by $\frac{1}{5}$ from 2006 to 2007. What was the percentage change in the value of the house from 2005 to 2007?

- A) -4%
- B) 4%
- C) 5%
- D) 12%
- E) 20%

Question 2: Whenever Bianca travels to Italy she brings back Gucci bags that she sells to her friends. The bags she buys in Italy she gets at a 60% discount off American prices. She sells the bags to her friends at a 25% higher price than what she paid for them. After one trip she sells bags to her friends that would have cost \$4,000 in American stores. What is Bianca's profit?

- A) 400
- B) 600
- C) 1,600
- D) 2,200
- E) 2,400

2 ...study analytical GMAT-type questions...

Question 3: Three machines, individually, can do a certain job in 4, 5, and 6 hours, respectively. What is the greatest part of the job that can be done in one hour by two of the machines working together at their respective rates?

- A) $11/30$
- B) $9/20$
- C) $3/5$
- D) $11/15$
- E) $5/6$

Question 4: An airline passenger is planning a trip that involves three connecting flights that leave from Airports A, B and C, respectively. The first flight leaves Airport A every hour, beginning at 8:00 AM, and arrives at Airport B $2 \frac{1}{2}$ hours later. The second flight leaves airport B every 20 minutes, beginning at 8:00 AM, and arrives to airport C $1 \frac{1}{6}$ hours later. The third flight leaves Airport C every hour, beginning at 8:45 AM. What is the least total amount of time the passenger must spend between flights if all flights keep to their desired schedule?

- A) 25 min
- B) 1 hr 5 min
- C) 1 hr 15 min
- D) 2 hr 20 min
- E) 3 hr 40 min

2 ... and time yourself!

Question 5: A computer manufacturer produces a certain electronic component at a cost of \$80 per component. Shipping costs when selling the components are \$2 per unit. Furthermore, the manufacturer has costs of \$16,500 a month related to the electronic components regardless of how many it produces. If the manufacturer produces and sells 150 components a month, what is the lowest price it can sell them for such that the costs don't exceed the revenues?

- A) \$28
- B) \$82
- C) \$110
- D) \$138
- E) \$192

GMAT-exercise sources:

- Online exercises
- GMAT Books



Remember:

There will be 20 questions which you must answer in 40 minutes!

3

Preparing a 'well-articulated' resume is the first step in joining Bain

Tips for good resume

- **See your resume as your personal marketing tool**
 - Sell you and your **principal achievements** and demonstrate your **suitability to Bain**
 - **Highlight** where you have demonstrated **key attributes** that we look for
- **Present the 'edited highlights'**
 - Do not list facts, but **explain why** they are important and **how they fit** into your application to Bain
 - Give us a sense of the scale of **your most significant activities and achievements**, and exactly what **your role** was
- **Use your formatting to make it easy for the reader to draw out your key selling points**
 - Keep your resume to **one page**
 - Use **bullet points**
 - **Break** the resume **clearly into sections**



3

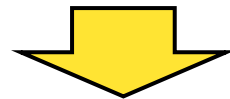
And a strong cover letter will tell us why you want to join us!

What is a Cover Letter?

- A cover letter formally **introduces you**
- It should highlight **specific information** from your **background** that **applies** to the **position** you're after
- It gives you the possibility to tell the reader **insights** that are not addressed into a resume

What should it say?

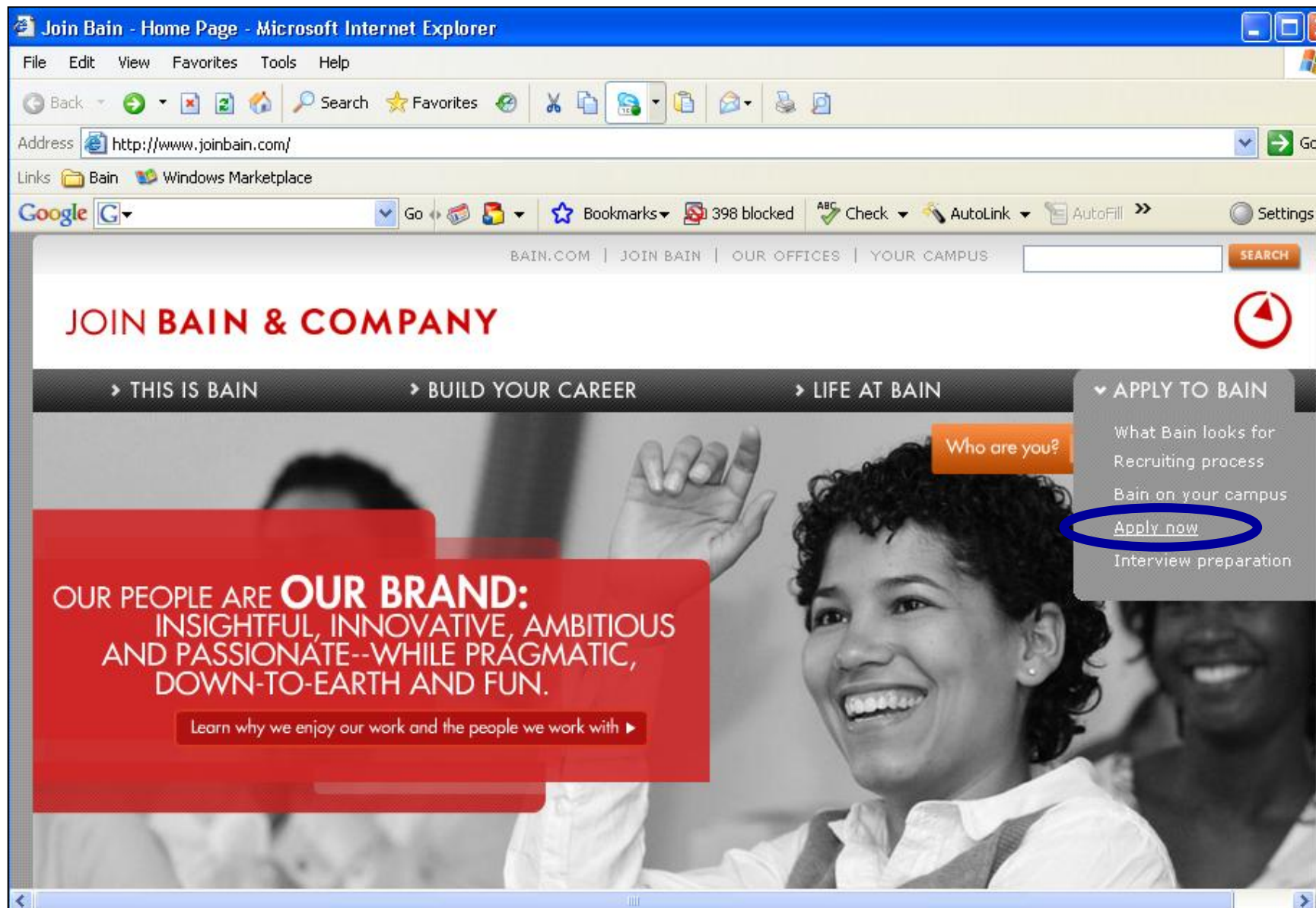
- **Brief** introduction about yourself
- List which **position** you're **interested** in and **why**
- Describe **why** you are **qualified** for the position you're applying and use **examples** to support your statements
- **Emphasize** a **match** between the **skills** you **possess** and those which are **required** by the employer



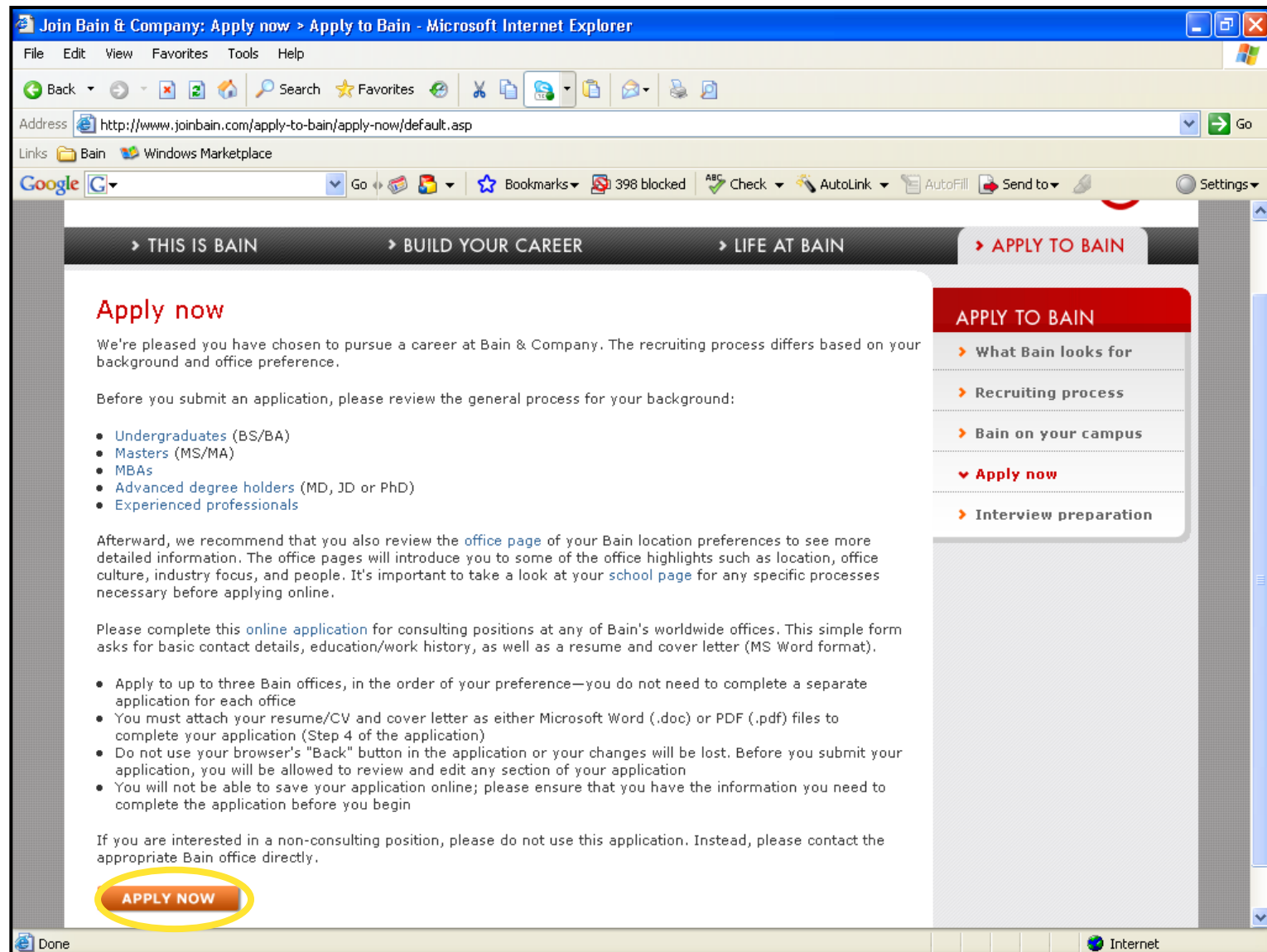
**Your cover letter is a
compliment to your CV**

3

When you have your resume and cover letter ready, go to www.joinbain.com and select 'Apply to Bain'



3 Go to Apply now



3 Follow the instructions and submit

Bain Online Application - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address <http://205.134.84.46/HCR/onlineapp/asp/app1.asp> Go

Links Bain Windows Marketplace

Google G Go Bookmarks 398 blocked Check AutoLink AutoFill Send to Settings

Online Application

Enter your information in the form below and click **continue**.

Indicates a required field

Prefix - Please Select -

First Name

Middle Name

Last Name

Suffix - Please Select -

Address

City

Country Mexico

State/Province Aguascalientes

Postal Code

Country Phone Code

Telephone Number (ext.)

Email

General Info

2. Office and position preferences

3. Education and work

4. Add supporting documents, review and submit application

Feedback

Email us at recruiting@bain.com to comment on how we could improve your experience with bain.com

If you encounter **errors** during submission of your application, or cannot successfully complete all the steps, please send your resume and cover letter directly to: boston.recruiting@bain.com

Please include your school and the position you are applying for in the subject line of the email and add your office preference (un

Done Internet

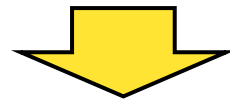
3

Keep in mind all this info while you register...

- **Position:** Associate Consultant
- **Office:** Mexico City (100%)
- **School:**
 - UIA appears as: Universidad Iberoamericana
 - Tec de Monterrey appears as: ITESM
 - ITAM appears as: Instituto Tecnológico Autónomo de México
- **GPA:** On a 100 basis
- Upload cover letter & resume in Word or PDF format

4 Interview preparation

- Your Bain interview is an **opportunity** for us to **learn** more **about you**: your career goals, your skills, your strengths and talents, your passions, as well as areas where you'd like to grow and develop. It's also an **opportunity** for **you** to **learn** more **about us**; what kind of work we do, what our people are like, and how our overall firm functions. We are eager to identify great talent to join us, and we want you to succeed.
- Bain uses a **combination** of **case interviews** and **experience interviews** in our candidate selection process. You may have a combination of interviews dedicated to either a case or your experience, or you may have interviews that combine both case and experience together in the same session.



All candidates are strongly encouraged to prepare for our interview process

4 What is a case interview?

- The **case interview** is an **example** of a **real business problem** typical of the kind our case teams work to resolve every day. For this reason, our interviewers prepare their interviews based on real cases and tend not to rely on brainteasers or theoretical problems. Cases involve **qualitative and quantitative questions** as well as **real-world business situations**. We do not strive to test you on business terms and expressions, current events, or strategic "frameworks."
- Instead, **we evaluate** you based on **your ability to think about and structure an approach to solving a business problem**, not on whether you get the "right" answer. A good case interview should be fun and thought provoking.
- The case interview is only one dimension of the recruiting process, but it is typically the part that raises the most anxiety. We hope the information in this section will help you to prepare for the experience so that you can be confident and enjoy the interview.

4 Interview tips

"You want your case interview to be a conversation and discussion with your interviewer..."

- Don't panic if your case is based on an unfamiliar industry. We're **interested** in **how you analyze the problem**, not your specific business knowledge.
- We encourage you to **ask clarifying questions**.
- Approach the problem in a **structured manner** and then continue to **refer back** to that structure to logically work through the case.
- Develop an **early hypothesis** and then refine/prove it throughout the interview

"...be yourself and be as interactive as possible-it's important to have fun even in an interview!"

- Don't get thrown off track by follow-up questions. **Your interviewer is your ally** and uses questions to get a better understanding of your thought process, not to stump you.
- Always **include a final recommendation** to the question at hand—the best recommendations are practical and actionable
- There is no one "right" answer. Case interviews should be **thoughtful dialogues about potential approaches** to solving a tough business problem.



Relax and have fun!

4

We want you to succeed! If you want to practice, we've prepared exercises for you

- **Bain practice case 1: Personal Care Co.**

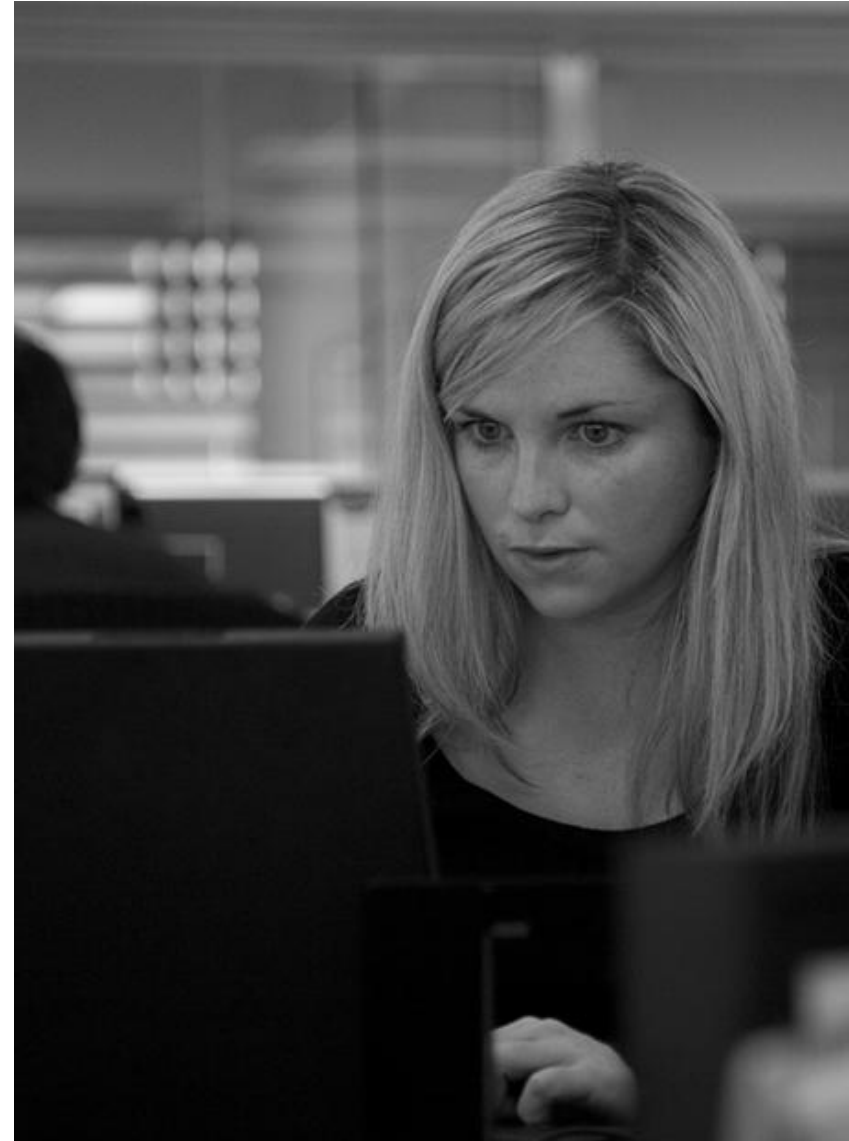
<http://www.joinbain.com/apply-to-bain/interview-preparation/practice-case1-quest1.asp>

- **Bain practice case 2: Office Vending Services**

<http://www.joinbain.com/apply-to-bain/interview-preparation/practice-case2-quest1.asp>

- **Video practice case**

<http://www.joinbain.com/apply-to-bain/interview-preparation/practice-videocase.asp>



www.joinbain.com deadlines

School		Application deadline
ITESM (Monterrey)		August 27 th .
UNAM		September 1 st .
ITESM (CSF)		September 2 nd .
ITESM (CEM)		September 3 rd .
ITAM		September 3 rd .
ITESM (CCM)		September 5 th .
UIA		September 6 th .

For additional questions...

Don't forget to apply at www.joinbain.com

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Call us: (55) 5267-1700



MEX Bain Application Pack -Fall 2011 21

We are looking for...

...fun

...passionate

...smart

Women & Men

looking for

a challenging

future

