

Intro	0:00	Hi, I'm Jake Walsh, and I'm Orion LaMontagne. Thank you for tuning in to The Manage-A-Bull MBA podcast where we have deep dive conversations with students, faculty, staff, and alumni to give you a comprehensive picture of the life inside a top tier MBA program. In this episode, we speak with Briar Baker. Briar is what we call the switcher. After years of teaching social studies, Briar went full time with the MBA and is now graduating and moving to Chicago to work as a consultant with Accenture. If you are considering the full-time grad program or have a desire for consulting, this episode is a must listen for you. Be sure to check out our show notes where we will post links to the UB MBA web page and contact information for Briar Baker and ourselves. If you enjoyed this podcast, follow us on Twitter @UBMBAandMS to stay up to date on what's happening in the UB School of Management where extraordinary is our ordinary. Thank you and enjoy.
Jake	1:13	Welcome back. We are here at the Manage-A-Bull MBA podcast. My name is Jacob Walsh. I'm here with my partner Orion LaMontagne.
Orion	1:20	Hello
Jake	1:22	Today we are talking with Briar Baker. Briar is a second year MBA student about to graduate actually heading out tomorrow. So, Briar, do you want to introduce yourself for a moment, give us a quick overview of who you are.
Briar	1:33	Yeah. So first off, thanks for having me. I'm happy to be a part of part of the show. As Jake mentioned, I'm a second year about 24 hours out from walking the stage, which is pretty motivating. Yeah, it's been crazy. So two-year program, it's a hell of a ride two years like the like a blink of an eye and it's done. It's crazy to think. So to kind of tie this into my background two years ago, I was ending a career in education and starting to transition. I was in that awkward gap of where the hell am I going to go type mentality and ended up in the MBA program and happy ever since. Prior to it, as I mentioned was education. So, I was in I was a social studies teacher at the seventh-grade level.
Jake	2:14	Yeah, that's something we would like to elaborate on.
Briar	2:16	Yeah.
Jake	2:17	Coming from that. That's a big switch teaching social studies. What grade age group was it?

Briar 2:21 Yeah. So, I taught seventh-eighth grade and a little bit of high school, but yeah, primarily Middle School. Yeah.

Jake 2:26 So definitely curious how that transition where it's from going to from teaching seventh-grade social studies to the full-time MBA, and now about to walk out into the consulting world. That's a hell of a transition.

Orion 2:38 And you were military before that, right?

Briar 2:41 Yeah. And I know so I actually saw break it down to answer Orion I was, prior to all my education stuff. I was in the military. I was in the New York Army National Guard aviation side. So I worked a lot in the rotary aircraft. I was a helicopter mechanic for the four years I was there. And then so jump into the education side I wish that I had a clear answer for how it all blends together. I think it's just that wild ride of it just works. So, I originally got my bachelor's and social studies education from Buff State, started teaching immediately in 2014. And then took six months off and started a master's program. Sorry, I have a bachelor's in education and a master's in education.

Jake 3:22 Oh, really? I didn't realize you already had a masters.

Briar 3:24 Yeah, I'm touring the universities of Buffalo.

Jake 3:25 Yeah.

Briar 3:28 First Buff State and now UB. And at that time when I was doing my Masters, I was simultaneously teaching at Buffalo public schools. So I taught seventh and eighth grade. I was a long term teacher at the time at Buffalo Academy, visual Performing Arts work there taught, as I said history across different levels and realized that eventually, I think you ask yourself that inevitable question of is this the long term thing for me or for you or for anyone else that's ever going to ask themselves that question because it'll happen and it just came down to it that you know, to 25 - 30 years from now, do I still see myself doing this? And the answer wasn't? No, definitely a definitive Yes. So that threw up a question mark for me. So it started to turn into this whole conversation with myself and with my brother and my parents and some friends about you know, what, what is a some skills that are, you know, that I have that I can take out and you know, get a different job with social studies, education opens up really only one door, you know, in terms of a career, so there had to be a switch. And the MBA was that that switch for me it was that that door that I was able to, to look at what you know,

walk through after these two years, and it's going to open up an exponential number of doors in terms of career down the road, and in some I set myself up that way. So, it seems like the most seamless transition of a skill set for me and it seemed like something that I could affiliate with and would help kind of distinguish me as I pushed into a new career.

- | | | |
|-------|------|--|
| Jake | 5:03 | Was there something around? Because I mean, year, this is the transitional thing. But what was the idea that I got you from social studies into business? What made you want to start going to the business direction? |
| Briar | 5:13 | So actually, so that while I was teaching, I was also working at Buffalo Raceway. So that's a harvest horse track in Hamburg, New York. I've worked there for man like, oh man, I don't know, know, probably eight years |
| Jake | 5:27 | One of those first jobs in high school. |
| Briar | 5:29 | Yeah, I've stayed ever since I've kind of worked up through the ranks. So as I was teaching Monday through Friday, I was working there in the evenings as a mutual office manager. So I got exposed to the beginnings of business. It was nothing over the top in terms of you know, a corporation or anything like that. But I worked with budget and time sheets and different management styles and trying to navigate those different things within business and in a horse racing industry. So that gave me a really brief introduction. And as I was going through this self-evaluation type thing it was, you know what, what seems like a right route and I said, I've been in business for eight years without really thinking about being in business and I liked what I was doing. I liked where I was going. I said, What, you know, this seems like a step I could take a little bit further. And you know the MBA was just again that that next step for me the next logical step, I think after I sifted through all the other stuff. |
| Orion | 6:22 | So you had some practical experience with business and then you had an education, background and social studies and education. What was it like, transitioning from the academic to the business side within the MBA, was it challenging or how did you find it? |
| Briar | 6:41 | No, it was definitely challenging. Yeah, no, for sure. You know, the social studies side is really qualitative. It's all about reading and memorizing and just going through different research. So that part, I think, instinctively came naturally to me. It was just |

uh, it flowed really well. So as I was setting up for the MBA and I was talking to a lot of people that were currently in the program when I was getting ready to be in my first year, and I talking to some alumni. You know, I heard all the different quant horror stories that you guys have just experienced, you know, this past year and, you know, you have like your successes and you have some failures, but challenging is absolutely the word that I guess I would you know, the to describe it is it allowed me to really broadened my quant skills you know, now I'm doing a lot of stuff with Excel and different analytics and things like that. And I was having a conversation with Jake outside here that you know, if you asked me three years ago, would I be doing Excel work for companies in Buffalo, you know, kind of externally, I would have told you absolutely not. I probably would have laughed at you, I told him this exact same thing. And, you know, now I'm doing it now I like it. actually, more like I really enjoy. It's like a puzzle. So I never envisioned getting that quant side. But putting the work in front spending the time to, you know, kind of do my due diligence and navigate the ways I needed to help to me to push into where I'm going now. So it's exciting.

Jake 7:58 How was that transition? I mean, as you were just saying, it's not exactly what you envisioned. But when you first got into the program, and you were trying to decide which avenue of being concentrations or classes or what your endgame was, when you walked in the door and what you're walking into now that you're graduating, what was that development and transition over the past two years?

Briar 8:20 So, really good question. So as I was getting ready to start the program, it was, you know, you hear a lot of this what concentration do you want, do you know where your interests are? And I, you know, I think a lot of people they naturally like to have that setup. I came from just a different mindset that said, this is all you know, kind of a new experience to me, I'm just gonna, you know, absorb what goes on. And I just want to navigate once I get in there, and then and then I'll figure it out. I think you know, that was a big thing is I'll start and then dive in. And then from there, I'll figure out how to swim. So to answer your question right away, I didn't have an idea of concentration. from the get-go, I actually I'm not even I don't even know if I'm ending up with a concentration. I think I Naturally just came out that I got consulting and I think because of some electives, I got international business or international management, but it wasn't like a set forth thing. So, but let's rewind. So I, I started the first year and I didn't realize where I wanted to go, I had an idea like, okay, the military

experience, I worked in some supply operations side that might be interesting. I like doing that type of stuff. So I chased that for a little while and one of my first internships was operations and you know, I found out that while I like operations, I don't like doing the same desk nine to five type of mentality, I don't you know, I like to be exposed to a lot more so now I started to look at, okay, well, what are some things that I could possibly do that allow me to not be at a desk, you know, from nine to five and solve still these cool problems from different industries or different ideas and it kind of led me to the consulting side and one of the big things for me was joining the consulting group here at UB is getting exposure to not just the academic simulated group cases but actually working with a business and getting exposed to not just maybe one type of problem that's been an already predetermined by a professor but an actual real problem that's going on in a business right away and I really liked that. I really liked that whole experience in that whole learning process. I thought that it was again like a puzzle. Yeah, you're probably gonna hear me say it a few times. And then from there, it kind of guided me to say hey, consulting seems really interesting to me is this is could be something I think maybe long term so I started to research more about what you know that that career path is and then you'll make long story short, you know, you graduate and I'm moving into the consulting industry. So things worked out the way they needed to.

Jake 10:40 Yeah, I definitely want to get to your new job in the process. Getting into that in a second. But a quick step back. You mentioned the consulting club. Could you speak to that a little bit and have let our listeners know what consulting club is your position with that type of work it does and how that may have helped you along your way, being part of that.

Briar 11:00 Yeah, absolutely. So, here's the two-minute pitch. So the MBA Consulting Group, it's a pro bono group, it's made up of only MBA students candidates from the program. And what we do is we set aside time outside of the academic structure of the program to work with local communities to solve problems that they have going on. The beautiful thing about what I think kind of works both ways for the groups is that we get the experience as consultants working directly with local communities. So you're you are making a change, you have an impact on what's going on. In the

second part, kind of the two way street here is that the businesses that come to us might not necessarily have all the resources, resources to go out and get one of these big-wig consulting firms, you know, whether its financial side or they just don't know how to navigate that industry or, you know, their problem might not get picked up or whatever it might be. The group usually gets RFP, what will happen and we'll kind of break down those and we'll figure out based on skill sets of the consultants, and the group that's in the room, what projects we take on. And then we go out and we work for a semester. So, it's a 14-week project, which, you know, in the grand scheme of things is a quick turnaround. And when you're a student, it seems like a really daunting task. But you know, the people that I think as you work your way through YouTube, being members of the group, I think, when you reflect back on it after your second year, and you look back, it's an experience that you say at absolutely worth, worth the time commitment to go out and solve real problems that impact businesses, you know, from day one, so cool experience, great opportunity. It's it. It's been awesome.

- | | | |
|-------|-------|---|
| Jake | 12:37 | I don't know if he mentioned it there. But Briar is the president of the consulting club or has been for the past year. You can prop yourself up a little bit |
| Briar | 12:53 | Thanks man |
| Jake | 12:55 | So and you did. So you've done three full semesters. So you did three separate from three separate projects. Yeah. This past semester, Brian and I were on the same team. We did a project with the Westside Community Center. A small community center on the west side of Buffalo, helping them kind of do some, some marketing and some SEO work. What other projects have you been involved with? |
| Briar | 13:08 | So I've also worked for an economic impact study. So that was working with Delaware North. And then before that, I worked for another community college looking at some auxiliary services. So trying to identify some basically kind of lessen the gap in terms of some financials and figure out ways of savings that way. So if you look back at it, three projects totally different. Yeah, you know, different ends of the spectrum. |
| Jake | 13:36 | So that's a lot of exposure. |

- Briar 13:37 Oh, yeah. And when you think about, you know, what I was just saying was that I, I don't like sitting in solving the exact same problem every day. And, you know, three semesters, I got three totally different problems working with three totally different clients in totally different industries. So, you get no kind of this broad, broad spectrum of projects and they are affiliated with their own problems. And you know, it's a whole different type of critical thinking and different analysis skills. And that's that part is the part that's super enjoyable. And at the end, I mean, you two can both speak to as well like when you go and you provide something to recommendations to these clients, there's just something that's really you know, gratifying self-satisfying about seeing, like, these people thankful for an opportunity that they might not have seen before. You know, I know specifically when yesterday, you know, the kind of the light in the client's eyes about you know, getting stuff that is going to make a difference, you know, pretty quickly too. So that part's great.
- Orion 14:40 Yeah. And for us, you know, I think the opportunity to, you know, to get some, some non-academic experiences so valuable. And so I just wanted to kind of lead in what we're talking about the consulting, you know route is there, would you say there's a, you know, one or certain classes that you would recommend for individuals that are coming into the MBA program that might be interested in eventually becoming a consultant.
- Briar 15:02 Yeah, you know, so that kind of goes back to the how does the course load kind of pan out. People that have asked me you know, do you do this concentration or have you done that? And the answer is I don't know you know I can't tell you the concentration I can tell you what classes are valuable to me and you know a lot of them are going to be ones that I think the general group would recommend so you know the Data Modeling side and it's building your Excel skills to a point that you know. People don't realize they come to the program and say I know Excel, no you don't know Excel not like Frank Krzystofiak knows Excel. Like there's a whole level of stuff that we don't know. And so that one, mergers and acquisitions with Professor Dunbar is phenomenal. Yeah, so if I know we mentioned it, I'm glad you're you decided to do it. So that that that class is really cool because it culminates a whole, like a variety of different skills that you learned. And really, you know,

the big Capstone of that course is, go out and tell me a business you're going to acquire how you're going to do it with financially what that's going to look like and you have to defend it. So that's awesome. Right? That's, that's a cool thing. Another one that I got value out of this power and influence just this past semester with Professor Treadway that that's more of the qualitative side but that's, you know, learning the idea of, you know, how your power and influence tactics you know, dictate a lot of the things that you do in your, in your organization, your organizational behavior, and leadership and as you know, potential future managers that's a really good skill to have. So that elective was fantastic. And then you know, I did another one in international finance one which I was just interested in getting a broader scope of the finance world if you will. So that was interesting in that sense, but you know, of the electives the ones I mentioned are my go-to's in terms of the consulting, you know, concentration itself not as long as like a finance concentration required or anything like that. You pick up a lot of those elective credits through LeaderCORE, you know, that external opportunity that is provided at UB, which is a distinguishing factor and through a lot of like double dipping in certain classes. So, I hope that answered, answer the questions.

- Jake 17:19 Yeah, yeah, I mean definitely helps provide a route, you know, some guidance, because there will be some people who have no interest in consulting, you know, they're not going to worry, but then there are others who might find that, you know, pretty relevant. And I think your story definitely can speak to some people who we hope her listening to this podcast.
- Briar 17:38 You know, I think like, you know, going, it's easy to, you know, to go out and just grab a piece of paper and say, Okay, if I want to get a finance concentration, I gotta do these things. And that's great. You know, that's not a hit against anybody. But, you know, to me that the greater value is connected with the UB alumnus higher up in a company that you know, an industry that you're interested in, say, Hey, you know, if you went to up, you're an MBA alum, what's up what's a class you recommended that you saw had a huge impact in what you're doing. And that's the class you want to target regardless of at the end of the day if you know, is it one more class you have to take on top of your course load? Or does it take you maybe away from

your concentration and do something else. That to me is the greater value is? Because those people your potential bosses, right?

- Jake 18:05 Yeah, absolutely. I mean, because when I first walked in the door, I was also so worried about the concentration I was going to go with, and I was trying to plan it out. And then the closer I got to picking electives and going down that path, I started realizing I'm just gonna take the classes I find the most interesting or you know, that have had the best recommendations from others. Because at the end of the day, I want to be in the classes that I'm going to find the most value from I don't want to sit through a class just to check a box for certain concentration.
- Briar 18:45 Yeah, I mean, I guess I started in supply chain if you really wanted to say, where did I start concentration wise and it ended real quick. Real quick, because of what you just said. It was just more with my time. Yeah.
- Jake 19:00 So the big thing. Briar has told me this story a couple of times, I'm gonna ask him to tell it again. You have a job in consulting coming out of here. You're going to work with.
- Briar 19:10 Accenture.
- Jake 19:11 Yep. Awesome. So, I don't know if you want to start now and work backward or start at the beginning and work up to here today. But this was a long process for you getting into a consulting firm at that level. And we'd like to, you know, hear some of that story on how it goes what someone could expect, who wants to get into consulting?
- Briar 19:30 Yeah, so you know, anyone that I mean, you guys are can attest to this. Anyone that joins. I think the preliminary thing is, is when you're joining MBAs, CRC always tells you if you're haven't started your career right now, you're too late. You know, if you haven't started your career search right now, you're too late. And at the beginning, you're like, Oh, yeah, okay, you know, whatever. But as you kind of move and transition, I think that's absolutely true. The reason I say that is because, you know, if you're looking at these bigger firms, whether it's in consulting or finance or marketing or, you know, these massive, massive fortune 500 firms, you know, those companies are plucking candidates early. You know, and Jake mentioned that it's

been a long process, you know, I started that my search back in, in August of the end of my first year so, you know, not far from where we are right now I started looking at, you know, what, you know what things do I want to look for in a company? What are some opportunities that I think are that look motivated, inspiring to me, and then I just started pursuing them. So you know that as I started there, the first kind of step in all this was figuring out what thing do I want to get into and you know, I mentioned supply chain at the beginning I mentioned consulting, I was bouncing in between all this stuff. And, you know, about halfway through my first year, I realized consulting was what I wanted to do. It was my skill set. It was my mentality, my character, it's, you know, I'm a very kind of hyperactive person in terms of when I work so that that was where I wanted to go. So after I figured that out, the rest of it was now figuring out which jobs in which areas to apply to so you know, you look at your top consulting firms that McKinsey's the Bain's you know the BCG's of the world and you know they're there in the top for good reason I really didn't initially look there I for a few different reasons you know part of it was a culture fit from a very external high-level research on my own to see you know could I do I see myself mattering here do I see myself somewhere else and as I started to explore Accenture actually really started to jump really high on my list to be obviously end up in my number one for a few different reasons and I'll get into that toward towards a little bit later. So I started the process I started looking out, trying to figure out you know, where do I want to go in terms of roles and you start the application process you know, it's reaching out to any alumni that are in the industry, that that can't be said enough connecting with anyone that you know, that has been in the consulting industry, specifically, or more importantly, if they're in the company, you want to look at where we got lucky here. There are Accenture alumni here that Frank Krzystofiak connected me with. So that was fantastic. And then from there, it's starting to just try to build those little relationships. I remember I spoke with someone from Accenture and we had a very casual conversation just about consulting in general. And this was the beginning of the fall. So, consultant, in general, is just generic questions. And that conversation kind of led to me doing the thank you emails, we were talking before the podcast started and you know, that thank you email turned into hey, you know, can I continue this conversation. And for I know it, you

know, the conversation is deeper, deeper and deeper. And then I connected with a couple of other different people at Accenture. And before I know it, I was starting the actual formal process and then going through an interview, and they took me down to DC where I interviewed for a formal three stage interview and from there, it actually turned into a second interview and then that process eventually finalized in the beginning of February. So you're talking August in February a process right? To get the final go ahead and then from there it was at the easiest decision I made in terms of accepting. And now here I am getting ready to jump out there and in July.

- Jake 23:17 That's wild, so you're moving to Chicago. Correct?
- Briar 23:30 Yeah. So it was really cool. You know, when I worked through for Accenture and it turned into you know, I wanted to go to a city that has that need that Buffalo vibe, you know, I, as I've gotten older, anyone that has lived in Buffalo can tell you the exact same thing. You start from the beginning you're like eh, Okay, Buffalo. Yeah, but then when you get older, you're like, wow, Buffalo, you know, like holy cow. And I love the blue collar. I love that side of it. I wanted that type of culture and that type of character and the city that I wanted to live in. So I was really, you know, looking forward to it trying to push to something in Chicago and it just so happened that Accenture had an opportunity that there was there for me and I again, it was an easy decision for me because it's just a bigger buffalo.
- Jake 24:06 So what is your focus as an incoming consultant? Do you have a focus or what type of work does Accenture do, or will you be doing while you're really there at Accenture?
- Briar 24:16 So like a lot of other consulting firms they're in just a handful of industries so a lot of that a lot of the process in terms of any firm that you look at is trying to figure out the industry you want to go and what happens is you start to work to connect to be with different product you know, different projects and different industries maybe just expose yourself to something you might want to try or something you have interest of. And that kind of ends two ways you get really interested in it and you pursue that route or you say it was interesting awesome experience is going to add to my repertoire I'm going to go try different

industry so right now I don't have a definitive answer in terms of industry that I'm locked in and say this is the way I want to go I'm approaching this opportunity the exact same way I approached the beginning the MBA it's I'll jump in, I'll get used to the water, and then I'll start swimming.

- Jake 25:07 That's great. So, you're graduating tomorrow, which is pretty wild. Do you have any? What do you what are you going to do for you before? Before for work starts up? You're walking out of graduation? I mean, are you taking time off do anything fun? Is it just moving right to Chicago?
- Briar 25:23 So no, so I got pretty lucky. So graduate tomorrow is the 17th or whatever and then I don't start till July 10. So that's a handful time. I'm currently trying to figure out for myself, you know, what's what am I gonna do with this? You know, this little bit of time? My brother lives down in Brazil. He's working down there right now so that that'd be a cool Yeah, he lives down there. So that'd be a cool opportunity. He works down there. So, I might try to jump down and see him if that's all possible or, or take time just catch up with friends and family and stuff. But then, you know I think as anything time just seems to, to go by way too quickly. So, you know, I'm right now it's the middle of May and soon is going to be into June and I'm packing up a car to move to Chicago and start over with a new opportunity. So it's something else.
- Jake 26:10 Yeah. Speaking of travel, though, you participated in the global program?
- Briar 26:15 Yes, both years.
- Jake 26:16 Both years?
- Briar 26:17 Yep
- Jake 26:18 So you did China, and what was the other?
- Briar 26:19 So first year I did Eastern or central Eastern Europe area. So I was in Prague and Budapest. Yeah. And then this year, I was in China.
- Jake 26:26 Do you want to speak to that some?

Briar	26:29	Oh yeah, I can talk travel all day.
Orion	26:31	Which one was your favorite? Do you have a favorite?
Briar	26:33	In terms of the trips over here?
Orion	26:36	Well yeah, the two that you did.
Briar	26:37	You know, Asia was so I've been to Europe a handful of times. So this actually like based on this most recent travel, I'm it I'm close to, if not over 20 plus countries. So it's getting up there which is fantastic. You know, I would love to talk about that if we have time or whatever. But in terms of the quick answer is I don't think Asia not so much because the program of Europe isn't fantastic. It's those my first time that part of the world this past winter, you know, so that was just a phenomenal you know, a phenomenal experience Plus, you know, I never lose sense of that history guru side. So, going over there to some of the, you know, ancient parts of the world has been I mean, you see stuff that's been around for thousands and thousands of years which is Unbelievable. Unbelievable.
Jake	27:18	So how did that trip work out? None of our viewers have heard much about the China trip. So like, what does that entail? What do you do as part of the school? And then I mean, I know you did some additional traveling as well but like as part of the school trip but what did you do while you're there
Briar	27:32	So that the trip itself so every trip you go on in terms of a global perspective, through UB is all about getting exposed to culture while at the same time getting exposed to business in the local nation that you're in? So it's exactly that, you know, you go to China, the China trip has been around for you know, I think 15 plus years. So, it's very, very seamless and very efficient in what it does, you know you're seeing businesses you're going and doing jury, jury businesses being exposed to local business leaders. Do some presentation stuff. And then you also get that sightseeing side of it. So some of the stuff we saw was like the great wall, for example, you know in Beijing so you get that both sides of it and you know you get a lot of the local kind of local foods you get to experience that side which is unbelievable. In terms of the traveling itself, it's actually funny you bring it up because you know when I when you

look at my resume, everyone tries to go through this like resume thing where what's going to distinguish me from you know, the other pile of 1500 applicants next to you and you know people throw up those words at the top and you know, I Guilty as charged have those words at the top but the thing that I tried to build out is actually put in my all my global experiences. So I have my travel at the bottom, my resume says travel and the reason it says travel is because I connect, I really like to connect the idea that the education side of my life to the business side of my life that in reality, these things are two super interconnected you know, you know business is so cross culture and I said this in a global perspective things and they stand behind it's across cultures as cross borders. It's a very international thing and being you know, if you want to learn, you want to be exposed to that type of stuff. There's no, there's no better way to do it than to be immersed in it, you know, you can read about it all you want. And no qualms with that, you know, I totally get that I've done it. But to be there is a totally different animal in itself. So I throw it in there. It's been talking points and almost every single one of my interviews.

- | | | |
|-------|-------|--|
| Orion | 29:30 | That's what I was gonna ask you |
| Briar | 29:31 | Every single one |
| Orion | 29:35 | I don't think I've ever heard of that |
| Briar | 29:36 | Yeah, yeah, no, I actually had a super good. It was probably after one of my interviews with an interviewer at Accenture, I probably had a 15-minute conversation about traveling about recommendations for it was actually right before my trip to Asia. So it was, you know, this person gone to Dubai, and I said, Oh, I'm going to Dubai, let's have a conversation. And it turned into 15 minutes about where to go what to do what to eat and you know, that that's a, you know, that's something that the end of the day, right, that stack of 1500 that person says. |
| Orion | 29:59 | Yeah maybe they remember, |
| Briar | 30:01 | They remember you. Right? Yeah, that's at least you hope so. You hope so. |
| Jake | 30:05 | Yeah. And on that on that same thread, what other things about how you set yourself up over these past couple years? |

Where those talking points that you spoke to in these interviews going through, like, obviously, the travel, but is there anything else that you were able to really draw upon from your experience to talk about that you think aided you in that process?

- Briar 30:23 Yes, I want to say yes, and no, you know, I think that there's things that are just kind of the generic resume builders, right, your experience your times bullet points of what you did, I, to me, it's what it's what's in those bullet points that, that tries to distinguish you quantifiable things, action, learning things, you working on teams, you know, ways that show that, you know, you're not in the kind of the traditional business mentality of it's just me in my silo, and that's how it's going to go and that's how I'm going to be successful because that's not the case. You know, it is a super collaborative team-based world that we live in, you know, in all these different firms that you go to or anything. So, you know, I think being able to make those connections for people is, is where I, I like to build my resume around. And then, you know, for the consulting side of it when I was, you know, for my resume, it's just a lot about just consultant experiences, those projects that I talked about throwing those in there talking about, you know, different being a part of the, the board of the consulting group, and, you know, so that those are the leadership aspect that, you know, you can add to a conversation because you're starting to put yourself into a role that, you know, might not be as formal obviously, is in a consulting firm, but nonetheless, you're in a leadership role. So that kind of helps navigate a conversation. So I tried to make it as natural as possible.
- Jake 31:46 Yeah, I'm just curious, you know, because that's something that the school and everyone harps on a lot. And it's for good reason. But, you know, the whole building your own brand, you know, and what is it about you that's going to distinguish you, amongst your peers is, especially as you're going into competitive workplaces like that. So I'm always interested, you know, to hear, especially from someone like you, who's getting into that, you know what, even those little things, you know, how it plays together?
- Briar 32:12 Yeah, so I, you know, I'm something that I was told after one of my interviews, in that I brought up as we were walking out was, you know, we were just talking about just

the process, and, you know, how I felt and all these types of things. And, you know, I said, you know, to be honest, I was, you know, pretty nervous. And the person says, well, why are you nervous about you know, you did fine in the interview, I said, well, it's not so much the interview, it's, you know, a lot of, you know, I feel like a lot of employers they see a resume with, you know, education, consulting, and military and coaching and soccer and all these different things. And you think, wow, this guy might be like, kind of a, you know, to all Yeah, all over the place or a little scattered. And, you know, and actually, the response is kind of was a huge motivator for me, it turned out to you know, it said that, well, it's yes, sometimes people think that way, but it also shows that you have a skill set that you know, in different experiences that distinguish you from someone that has just followed a business track their entire life. Not that that's a bad thing. You know, my, my path just came from a lot of different other directions. And, you know I think it boils down to when you make your own brand, it's the people that shy away from the people's experiences if you can't tie those things together. So how can I tie how you know how I was able to tie and that was a part of the kind of the elevator pitches, how do I tie education coaching, military travel leader core Consulting Group, supply chain internship, to say that I want to be a consultant? You know, like, that's kind of like I have to somehow gift wrap that for somebody. And that, you know, and I think it all turns into spending the time to be able to identify your own skills and saying, you know, what do you bring to the table at the end of the day, that thing, that two minute pitch or that You know, factor that separates you from that stack of 1500 is that's where it comes into play.

- | | | |
|-------|-------|---|
| Orion | 34:04 | So when you were going through, did you do other interviews besides the job that you landed? |
| Briar | 34:10 | Yes, I looked at you know, I had other interviews when I was so in when I was going through this process, the consulting I, you know, you put yourself into these different mindsets different avenues of you know, starting to figure out where do you want it, you know, where do you want to end up? Is it know years ago was, I'm going to get the job opportunity? That's the first job offered, that's the job I'm going to take. That's the best opportunity. There's no other opportunity. That's great for some people, for me, you know, and I think when you look at these |

different things, you start to say, Well, I want that but I also want to know that, you know, when I'm in an organization, I want the support. I want the team camaraderie. I want the development I want the opportunity to move vertically or horizontally. I want to be challenged intellectually, I want to have opportunities that I might not have got from a different area. So when I looked at all those factors outside of just that, you know, base, you know, whatever. I realized that Accenture superseded things for me, it was the when I talked to people that were currently there when I talked to alumni that had been there. There, they couldn't speak highly enough. And when I asked about all those things, I just mentioned that came out as a very high note for them for the topic, and I said, you know what, that's, that's an easy thing for me to get into. I see myself an opportunity like that, and that's where I went. So, I put pen to paper, and you know when the offer came across and made it a thing.

- | | | |
|-------|-------|---|
| Orion | 35:44 | That's awesome, man. That's, I mean, it sounds like you sounds like you're right where you want to be. |
| Briar | 35:49 | Yeah, you know, it's um, again, you know, you ask yourself, like, two years ago is a hell no, like not a shot, you know, that I'd be and you know, it's a kind of a bit sweet thing, you know, when you and it's, you know, at the end of your first year as we were talking, we were walking, it's like, oh, man, you know, thank goodness I'm done. You know, it feels like it's you know, whatever. Yeah, but and that's exactly how I felt. Then you get to your second year and you're like, you know, you have this sweet opportunity right ahead of you and you have a new opportunity, you know, knocking at the door and it's going to be a great adventure. And at the same time, you're like, kind of sentimental on this off. Yeah. You know, like you the people you surround yourself for two years, the professor's here, the stuff you do externally. I mean, you guys know you're involved in groups outside of just the academic side of it. So, you know, when you step away from that, you know, you hope that no, not the hope. But it's something you look back and you say, Wow that was crazy. Two years went by that fast and you look back and I guess you have a little bittersweet to move on from. |
| Jake | 36:48 | You know, I'm sure it is. And it's weird because we're finishing our first year, but it already feels like almost over. |

You know, it goes by so quick, the first year is over, but it's crazy. The whole thing and I think that's especially relevant, you know, maybe to the three of us bit more too, because we didn't roll through straight from undergrad, we all took time off and then came back. So the MBA was really like a kind of transitional stepping stone to go from, you know, one part of our lives to the next. So I'm sure it's got to be especially sentimental for that fact. Because this has really been, you know, a transition couple years for you.

- Briar 37:23 Yeah, yeah. No, it's, um, it's been interesting. You know, when I actually was first switching I had, you know, I had someone I can't remember, it wasn't a friend or anything like that, but someone I was talking to at a maybe happy hour or something. They, you know, I told him I was transitioning, you know, you get kind of responsive, like, Oh, good luck. Like, that sounds like a terrible decision. And you know, and that that stuff, you're like, oh, boy, like, you know, what am I doing? And then at the end, I'm looking back and I wish I hope that I have this conversation with this person again, at happy hour. So you know, and say, Hey, what's up, you know what's going on? You know, there's a risk in it but I think that that That's really what it's what it comes down to that and taking advantage of the different opportunities that the MBA gives you. I mean, it's easy just to go to class it's the other stuff that is a differentiator you know, the consulting group's a huge one if for anyone that's interested in consulting, not that it definitely, you know, that's like the guaranteed you're in the consulting group, you get into the consultant industry. No, but that, you know, that's, that's showing that outside of academic you, you're working to do something that that is kind of above and beyond what that traditional student would do.
- Jake 38:32 Yeah. Because I feel like a lot of lot more businesses these days to are looking, you know, somewhat beyond the traditional just like you're saying pen to paper, it is what of those aspects that round you out and show that you're not just checking the boxes, but you're really being the type of person who would make a good employee in that in sense?
- Briar 38:49 Yeah, yeah, night. You know, like, you know, I think a lot of it too, is like fine when you're doing this job search, find a spot that you know, You see yourself staying for, you

know for a handful of years to start to develop because it's it when usually when you're looking at an opportunity like this and made some big life decision, you know, you get out you'd get done with school and you say, Oh yeah, I got a job I got a job lets sign lets sign lets sign, slow down, you know like enjoy one enjoy the moment because it's cool to finally have all his work pay off to say, you know, this indecision, this indecisiveness what's going to happen and all sudden something happens. So enjoy that. The second thing is to make sure that it's somewhere you want to be, you know, it's, I think that you know, I talked to my parents all the time about this, like, you know, that cliché saying of you know, if you're happy where you work, you don't work a day in your life type thing. Not that that's the reality of the situation, but you know, because it but make sure you picture yourself being a part of that type of organization and be proud that you know that you're a part of whatever group it is because it's, to me, it's not what's it all worth right? If you're, if you're not enjoying the work you're putting in, so it was cool in the interview process was interesting. So, as I'll get to.

- | | | |
|-------|-------|--|
| Jake | 40:03 | Yeah, that hearing about the interview process was something that I found incredibly fascinating because they really put you through the wringer on a few of those with the case, I mean, that was something I hadn't really heard of until I started chatting with you. If you want to speak to that, |
| Briar | 40:17 | Oh, yeah, no, yeah, um, how that works. So every firms a little bit different. But, you know, typically what you find is in its public knowledge to people that you know, if you google a Deloitte interview or an Accenture interview process, they usually the idea that the stages of it are typically somewhat the same for me, you know, if there was a behavioral there's a case interview and then there's kind of what you know, I would terms like a fireside chat, which is an opportunity for, you know, to for you to have that conversation, your, you know, your interviewer to talk to you as well as you'd ask your questions to them. Not that you shouldn't ask questions and every stage but this is more of like overdoing the conversation aspect of it. But we are mentioning is the case stage of it, which is kind of the I think the part that, you know, kind of shoves people shy away from. I thought also man Yeah, no, seriously it was it really was it was um you never know what. So you know |

for anyone is not aware of that these cases you don't know what you're getting, you know at least I didn't you know there wasn't like, Hey, here's the prompt make sure you read this build your whole thought out and then come in and just present it sound like that every case interviews a little bit different but for me it was being read a prompt and then the prompt ended and you just need to start solving it. So, you know, it turns into just be you know, asking questions, so they have information in front of them, but it's to get that information need to ask the right questions. So what's the purpose of all this stuff? How do you think? Can you generate a framework to you know, for your kind of your thinking process? Do you ask, you know, insightful and helpful questions, you know, not just like, oh, what was the weather like that day? Is that, you know, a big thing that probably not so do you ask the right questions and you know, the soft skill side of it. So I want to see the communication aspect. And then can you develop a recommendation in a framework and walk the person that you're being interviewed by through that framework clear and concisely? So it's, it's that type of test that the likelihood that I got the right answers, but if you look at the statistics of it, is probably really really low.

- | | | |
|-------|-------|---|
| Jake | 42:35 | It's all about the process. |
| Briar | 42:37 | Yeah, it's exactly what it is. It's how are you thinking? How can you handle the pressure? Can you deal it you know, for quote, unquote, a client across from you if they wanted to hear something quick? Can you show that can you do quick thinking calculations, so fractions or percentages or multiplication or division? Nothing that's like, no trigonometry or anything like that, but you know, just basic stuff and then work through that part. I mean, it's, it's not easy, you know, I don't want to make it seem like it's an easy process. You know, there's a reason why that's a part that kind of weeds a lot of people out. But if that's the type of stuff that motivates you and doing that type of quick thinking it, it, it's more enjoyable than it is on, you know, unenjoyable. |
| Jake | 43:17 | How was your process, preparing for something like that? It sounds like you've always been a problem solver. But I mean, was that something that was really kind of a big step for you? Or was that a combination of just the work you've been doing this whole time leading up to it? |

Briar 43:30 Um, so I think it's a little bit of both I think you get to get some of the problem-solving skills just from being in class your entire first year. So I think that stuff comes inherently actually looking at case interview case prep. I did two big things. So one is I researched just online or any resources I could about, you know, some tips or quick facts to look at or you know, I started looking at what are some, what are some quick math things that you should be able to pull out, you know, pull out really, really fast. You know, from memory and that stuff that if you, it means like back to some calculations in high school. So tell me we thought you know the math you did in high school. I didn't remember until I started doing this stuff. So I looked at that and then I actually utilized the CRC. They do case prep, case interview prep, so you can go work with Melissa and sit down, she puts you through a simulated case interview process where she reads it and you work through it. So that helped as well. But then at the end of the day, it's you know, it was it came down to when they were taught when I was talking about interview dates, do I want extra week to prep or do I just you know, make this happen. And I just said you know, let's make this happen. I'm excited as seems like a fantastic opportunity. I went in just with an open mind hoping for the best and you know, came out happy as can be with the end goals, so it's good. That's awesome. Yeah, it's good.

Jake 44:57 So as someone on your way out, curious what would be your words of advice to someone listening to this who's in the middle of the application process to get into school right now? What would you say would be ideal for them to prep or to keep in mind as they're getting ready to come to school here?

Briar 45:13 Just in general,

Jake 45:14 In general, and then if you want to speak a little bit to consulting after that, if you know, if there are any individuals specific on that, I'm curious if you're someone who really took full advantage of this program, and everything had to offer and came out on top. . So I think you can speak really well to you know, navigating these waters.

Briar 45:31 if I'm talking to you guys, have someone interrupt me and add it. Yes, have a joint-join-joint pitch. So I think the first

part is, you know, see kind of seize the opportunity. You know, it's, you know, for me it, this whole process, it just was the application was kind of the last hurdle for me and I got through that, and I said, I'm all in let's make this happen. I'm committed to it and I told myself from the get-go, that I was gonna get after two years, if I look back and said, I wish that I did that thing. I didn't take advantage of the program. And, you know, tomorrow if you ask me a question, is there something that you look back you wish I couldn't off the top my head tell you an opportunity or group that I didn't want to be a part of that got part of Yeah, I got to work with the EMBA programs and data modeling stuff, which I wanted to be a part of, I got the opportunity to work with a consulting group, as a board member, I got to be an ambassador for the program, you know, and all that stuff is external opportunities that you have to take advantage of. So I think that's the first part is sit down in, you know, really, really at tell yourself like, this program is all about what you put into it. You know, the people that that at the end of in any MBA program or any academic experience, say, Oh, I didn't know this, this program was it was okay. You know, I did, do you know, enough for me, will look back and ask yourself, did you take advantage of every single opportunity that presented itself to and if the answer's no, then that's clear, that's a clear you know flag to me. So, that's number one. Number two is you know that it's all about your success here. So, you know I owe a lot of if not. No, actually I owe where I am getting ready to go to the UB MBA program 100% you know from the admissions team that I worked with to the very end when I am getting ready to walk away in terms of the professors have helped me they have easily helped me transition from opposite end of the career to now a totally different aspect and to that I am forever grateful for that. But you know, the other tip is you be prepared to work you know, this isn't a kind of a get in type. I'll do a little work here and there you guys can speak to that as well. I mean, your first year so this isn't, you know, this isn't a nine to five job like this is this is work. This is work and you know, I keep telling its funny. I actually had this conversation with my mom not too long ago and I always talk about you know, like working through this and you know getting through like this whole process and I always say it's all about you know the return on investment. Like you put it in now you put in the work in two years, you know, it'll pay off you know, it makes a difference of where you go and what you do and

you know, the things that you're going to accomplish and I think that honestly starts in the MBA program you develop your work ethic, you develop your character, you develop the type of leader you're going to be you develop a network of people that are going to be their support you either because their professors or their first years to second years, you know, it's kind of a cool little ecosystem, if you will, and in terms of what is going on with the MBA program. Yeah, and then you know, outside of that, I think it's just all about like, your personal you know, what you want out of this.

- | | | |
|-------|-------|---|
| Jake | 48:59 | I think that's one of the big things and Orion and I, we definitely took full advantage of our first year. That was a big thing when I got in, especially coming out, seemed after taking some time off of school, I was like, I got two years, I'm gonna dive in headfirst and just make as absolute the most out of this program as I possibly can. It's part of the reason we started this podcast, you know, we really wanted to keep getting involved with the school in any way we could on top of just the academics. And because of that, yeah, it was a lot of work. But this has been one of the most fulfilling years of my life, even though I've been working like a dog on the class stuff because of it. |
| Briar | 49:35 | Yeah, well, yes, totally true. Yeah, no, I mean, the podcast is like sweet like, I can't believe it hasn't been a thing before like, kudos to you guys. This is I mean, this is like the like real talk like, right like, it's really easy to get a to get, you know, like a career advisor to sit in front of camera and I'm going to give you the three minute pitch up MBA program and there's totally different thing when you get a group of first years talking with second years or other first year or professor or an admission team, like, this is like, the raw like information about the stuff that they should want, right? |
| Orion | 50:16 | It's the real information. |
| Briar | 50:18 | I mean, yeah, this It wasn't like for cuts and we'll make it |
| Jake | 50:21 | Yeah, we won't cut this. |

Briar 50:25 That's what people, I think people like appreciate if you look back when you were doing this, do you wish I mean if I wasn't happy yeah, this would be something I'd be like holy hell yeah, this is super cool stuff.

Jake 50:36 You know, you know I did a lot of snooping around before I applied and whatnot and that's you know we think this can be beneficial and we hope and it's funny I was talking with Erin O'Brien after we released the very first episode about a month ago and she came up to me and she was so thrilled she's like, Jake, you won't believe it. Someone quoted me the podcast back to me in the interview.

Briar 50:54 That's seriously amazing.

Jake 50:56 Yeah, so she was through the roof from that.

Briar 50:59 That's like such good traction and I hope like whoever even after like you guys like move on because of you 365 days in 366 days. It's done for you guys. So yeah, like I Hope this continues in like, this turns into a cool like, you know, bring like past people back and talk to him because it's not just like it's about like success, afterward right? Yeah, you know, like to I mean, a year ago or even before it's I keep saying it but like what I've ever pictured myself saying hey you know Briar or can we sit down have a conversation about your experience and the things that are going on your life in terms of a career, I've been told, you know, like, I didn't envision that right like it's, it is stepping out of a comfort zone. It's you know, it's taking a chance to do something that is going to if you take the chance and you put the work in it will absolutely change your life in a potentially monumental way. And I absolutely in that, you know that an example of that because I know from teaching to consulting to this, this is a monumental change and it's something that I am, you know, to the moon and back excited for and it's, this is really cool. This is this podcast, and then all that stuff. This is really cool.

Jake 52:09 We are happy to feature you and actually we're going to turn this one around real quick. So this will be out Monday

Orion 52:12 And hopefully you'll come back next year or will somehow set something up to do another episode and hear about your adventures and your new job

Briar 52:23 Yeah no yeah I actually you know I talked to like so it's funny because I like the LeaderCORE aspect of it. I talked to, you know, my coach still and Cynthia and I still have conversations and I say, Yeah, I want to like have you know, I wanted to like be involved in conversations like this. I love the podcast idea. I love the TED Talk style. Like that's like the stuff like the modern connection to really current people that have graduated in how they're doing after a year two years or whatever might be in like get these people these conversations like going like that's how you like to build this thing. You know, like I love doing this type of stuff. This is this is easy. I could talk for two-three hours, Jake and I had a conversation for like 45 minutes at Soiree. That's why. Like randomly and he and I talked about this for like, two previous conversations. We've had this conversation a few times.

Jake 53:00 Yeah but then I always pick up something new.

Briar 53:03 Jake could sit here and pretend to speak with my voice, he knows it already.

Jake 53:05 Yeah I'm trying to soak up as much as I try to have the same direction, man. I mean, learning opportunity for me.

Briar 53:12 Dorothy's actually doing the national trips. So, I've talked with her she's coming to Chicago with the group and I am hoping to connect with them, you know, to add value to next year's first year's whoever, hopefully, someone's listening to this podcast too, like.

Orion 53:26 Briar will be there.

Briar 53:28 I'll be there. Yeah, I'll be there. You know, deep dish pizza or like, Chicago hot dog or whatever, you know, like it's, yeah, like, it's crazy. It's that it's a reality. You know, like you look back at it, and it's just, it's wild.

Jake 53:42 Yeah, that's one thing. We're hoping to capitalize on this soon. Aaron's got a shortlist of some alumni that we're going to set up some like phone, podcast interviews, even if they're out of the area. Start talking some recent alumni in one thing I want to do over the summer some, and maybe next year. Do some like where are they now episodes with some people graduating from your class See that's like six months into their new job.

Briar 54:01 Yeah and that's like the prime to because you like got through like you literally went from the school to like just dive in let's see what happens here like I have no idea, you know? Like it's you got orientation then it's just go. Like the people I've talked to in consulting you know they say it's no longer you know a classroom where it's, hey you know today we're doing this and by next week you need to do this it's, make it happen. You know where you want to go, go do it. Like you know and that's scary and exciting at the same time you get like the random goosebumps you know.

Jake 54:34 Sink or swim man?

Briar 54:35 Yeah I mean Yes, it is. I mean they'll throw you like the floaters I guess.

Jake 54:39 Yeah. Yeah, like there. You still got to learn to swim.

Briar 54:43 Yeah, you got to learn to swim. It's wild. So, have you guys talked to anyone about like the craziest thing from your first year?

Jake 54:49 Craziest thing of their first year?

Briar 54:50 Of your first year,

Jake 54:52 My first year craziest I can't think of anything that's nothing really academically. No, nothing academically.

Briar 55:04 I mean, the first year just threw so many curveballs like I just, and this conversation is taking so many turns is fantastic. But like it's cool stuff.

Jake 55:12 Yeah, I think we were kind of because Orion and I are in the same group for our corporate champions group. And we kind of, we were more proactive than most groups about, like outlining what we needed to do throughout the semester. So thankfully, nothing like really came up and bit us. We kind of had it planned out pretty well. Which Yeah, thank God because there was like, halfway through the semester. When some of the other teams, you'd started hearing people going at it.

Briar 55:39 Oh, you hear the implosions? Yeah, it was. It sounds like a minefield.

Jake	55:46	Yeah. Like we were watching it go out with some of the other teams were like, happy we planned this out.
Briar	55:50	Yeah, it's crazy. Yeah. You see, like, it's like a honeymoon phase. Like, Oh yeah, like usually like Novemberish. It's like rock bottom. And there's like that transition of classes.
Jake	56:01	Yeah, you have the midterms, you're starting the next set of classes. Corporate champions is like three or four weeks out.
Briar	56:07	But that's like, so, you know, people say like, Oh, that was the worst time of my, you know, career or, you know, my academic career. Well, yeah, it sucks. But we're talking about like, the most realistic version of what you're, like, how uncommon is it that you're going to get like, it's how common is it going to be when you're an actual job and a boss at five o'clock says, oh, a meeting was just scheduled for tomorrow. We need a slide deck. Yeah, like, get ready to roll. Like, it's just, you know, make it happen. Make it happen.
Jake	56:40	That was one of the things to like, when some people were complaining about all the work was being thrown at us. I'm like, I signed up for this shit. I mean, I didn't come to grad school and get myself back into do this to like, complain about a teacher giving me work, you know? Yes. You had to know when you're getting into this. I was going to be part of it. And I came to enjoy that to an extent because like, Oh yeah, bring it out. Like, okay.
Briar	57:02	Yeah, that's the advice to right. Like, if you come into like the UB program and you say, oh, I've had business experience, I'm just going to coast through this you are so wrong. You're so wrong, right? Like, even though even the person that you know, go find the smartest person in the program and say, was this entire year easy for you? Or this entire program easy I'm going to say that they're probably going to identify at least one time it says Oh, no, there's one time that this like that's just how it goes. You know, it's meant to challenge you that way and I yeah, I don't know it to me if you're close, plus what's the value add right if you if you get out and it's just like, yeah, whatever, like I coasted I just went to class I got A's and bounced. Well, then why didn't you do something else? You know, like, why didn't you go on a global perspective strip and that's

another thing. How is it like a vast majority aren't doing Global Perspectives?

- Jake 57:58 That's, I've actually been working with Dorothy on that. She's trying to. We're in the process of trying to secure some more funding from the school make it more accessible and she would like to have it be almost mandatory.
- Orion 58:04 It is for the EMBA's?
- Briar 58:09 It should be right?
- Orion 58:11 I think the E's have to go to China.
- Briar 58:13 China or you know make it could live I don't care if it's a domestic trip.
- Jake 58:19 The domestic trips would definitely count.
- Briar 58:20 Like go out of Buffalo. Yeah, you need to leave buffalo or like I heard like a fantastic idea of talking about it in the discussion. Like is there an opportunity for an internship, like you can take time off from a semester and go to a sweet internship, on like the other side of the country or abroad? Like how wild would that be you know?
- Jake 58:36 They're actually in the process of doing that so because I'm going to India next winter break and that's going to count as my internship credits for school actually, so I'm doing some work over the summer but that's not going to be done out of my mandatory internship credits, the work we're gonna be doing India is actually going to count for that. \
- Briar 58:55 Yeah. So, to me, that's so cool.
- Jake 58:56 It'll account for that. And I don't know if China qualifies for yet, but I know the India Trip can because we spend the whole semester we have essentially like a pen pal with someone from Amrita University of Bangalore who we're communicating with to set up the project we'll be working on while we're there. And then we spend the two-week trip and we spend one of those weeks like we're out in a rural village like doing some real like hands-on, boots-on-the-ground work and the semester preparing for it and then actually going and spending the two weeks over there

working on it. We're constantly internship credit now. This is something that she Dorothy's been doing a lot of work on.

- Briar 59:31 Yeah, no, that's I had a simple casual quick conversation with Dorothy I've heard you know, similar things and that's like unbelievable to me like I don't know you know, you sit you have a month and a half off. You never get a month and a half off again. Like you know, it go do something you know, I get it like things hold you know, tie down and or family or you know, far we got to work on or whatever it might be but you know to carve out even if it's like a week like that type of stuff is like such a plus too I think. Like a program like this, it's unbelievable, you know, if you can, if you can somehow make that happen. The end of the day when you graduate, it's all about the investment. Right? So, conversation and or resume or an interview or even a personal growth opportunity like man, I don't know.
- Jake 60:20 Yeah, it's crazy, even down to the literal word investment, like the amount of resources like for what you pay to participate in one of these programs, compared to the level of exposure and travel experience, you get like, you're never going to go back to China and meet all those people. And stay in all those places.
- Briar 60:32 Not for anything that for the cost, right here. Oh, yeah. Unbelievable. And, I mean, we got a bigger group, we had a decent sized group, so I was happy with it. But I'm happy to hear that it's like, you know, the constant conversation of here's where we are. We need to be here. How are we going to get there? And that to me is like when you go and talk to these, you know, these other programs that are at one and two and three that are constantly just flipping between each other. I don't know if there's, you know, they have these risky conversations and say, Okay, we're here, we want to get to hear, how do we do that? Let's take a chance, UB takes a chance. Yeah. Which is super cool you know with this global perspective like I when I was here Costa Rica just started India is starting I'm super pissed that it's just now starting, Dorothy. Like this needed to happen before.
- Jake 61:21 I'll send you some pictures.
- Briar 61:23 I need I needed to go the India I haven'y been there yet. And then like for the class like diversity, there's so many

students from India here like, no brainer, super, super awesome connection. Right? Yeah. So like, that's to me, like that's a such a distinguishable factor that says, I mean, it was another decision of I knew before I was, I got officially into the program. I told myself, I get in, I'm going to China. And that was two years ago.

Jake 61:44 See, I told myself the same thing. And then I found out about India, and I switched but I was looking at the China trip before I was even accepted. And then I found out about the India opportunity and it just it won me over.

Briar 61:54 Let's just say you just got lucky. Yeah, you just got lucky. So, it's crazy and they. Though all those things have definitely shaped all, like, you know, when you're solving a problem, like I know for the China trip, we one of the aspects of the prerequisites was, you actually worked to as a, like a consultant with a client in China. So, when you had to coordinate 16 to 12 hours, 14-hour time difference, meetings at 9 pm. Alright, like as a thing, so we're going to do that. And that's crazy, because, you know, it's the reality. And then you get to China, you present it as if it's a consultant to clients. So you want to tie in the consulting experience, that's a that's across the international boundaries to do it, you know, like, I presented to a private healthcare company with my team in China, which private healthcare in China like that's, that's one in itself, right? And you get to you get that experience, which is before I don't know if, honestly, how many other programs offer that type of stuff.

Jake 62:51 I don't know and it definitely is something that's incredibly beneficial on that scale because these programs they're not just the travel because I did Costa Rica this past spring too, and we went down there and I spent several days working with like a coffee farmer doing some like business development with him. So you do you get these real practical applications of the work you've been doing in school, and you get to travel at the same time and do the work in a different culture, which I think was incredibly beneficial as well, the cross the cross-cultural understandings, the picking up on the nuances and being able to handle yourself, you know, not just in the typical US environment that we have, but you know, on a global scale.

Briar 63:26 Well, it's, it's easy to, you know, it's easy to, to, you know, get comfortable in a classroom and say, you know, solve this problem, then you just get yeah okay I'll solve this problem, you know, kind of bare minimum, whatever, as long as it gets me in A, that's where I'll go. And that's what a lot of people the mindset they get into which, okay, if that works for you, that's fine, I guess. But when you do these types of things that consult, I mean, the consulting group traveling experience, though,

Orion 63:50 You don't know what you're going to get.

Briar 63:51 Yeah, you're walking into Yeah, and you have to solve the problem. Like, yeah, you're a representative of the program. So, do you want to, you know, do you would you ever turn out a product that is, you know, subpar to a person that is actually going to spend money to do that?

Orion 64:08 Right? It's not like ohhh I'll make up this grade later, it's like, yeah, this is your one shot and they're gonna

Briar 64:11 They're gonna do that like they're probably going to do this. And if they're going to spend money, you're gonna, you're going to do that like sub-par? Yeah, shove off, like come on, that's not going to be so far, you know, and I think I was telling, we are talking to Jake and our team about the consulting group final presentations, you know, it was, you know, hey, we know, what do we do for these things? How should these things look, you know, what our terms of presentation and correct me if I'm wrong, but I think I said something along as I don't put my name on anything that has a subpar product. I disagree with that because it's a representative. It's a representation of the team, as well as each individual persons on the team. And if it's, if it's going to be a subpar effort, take that and go somewhere else because there's no room for subpar, you know, like that, that stuff shouldn't exist. At least in my mind. Maybe that's just the older side, I don't know.

Orion 65:03 I feel the same.

Briar 65:04 I don't know, you know, I, I could never skate by, like do the skate by stuff.

Orion 65:07 Yeah, I can't imagine standing up in front of a client for the consulting group and not having something that's adequate

or Yeah, or more, you know, at least than just saying, Oh, well, I didn't have enough evidence on

- Jake 65:19 I even saw on LinkedIn yesterday; your client made a very nice post about your group and
- Briar 65:23 You're already that's already been reshared. You? Yeah, they were
- Orion 65:27 Yeah, it was such a good experience that
- Briar 65:29 Yeah, I was on LinkedIn. It's funny you say that. I was LinkedIn today. And I was like, Whoa, they have like a whole post and I like, share, you know, you do the what the MBA Consulting Group is like, soup. That's super cool. But like, that's, like, if you're ever in a meeting, can you imagine if a client says, Hey, did you guys consider this and everyone like, looks he looks each other like, like, did we actually do this? Yeah. Like that's, that's subpar? You know, like, the answer should be like, yes, we looked at that. This is what we found type stuff. Yeah, I don't know. I. So for that, it's like, get ready to work. So, you know, all these tips that I think all the things we're talking about are tips for these people. For anyone that's listening.
- Jake 66:05 Yeah, for sure. It's like, at the end of the day, most of its mindset. You know, it's not.
- Orion 66:10 Attitude
- Jake 66:11 Yeah, it's the attitude. It's, it's not, oh, I need to do this thing. And then this thing and this thing. It's like, No, I'm going to be this type of person. And the rest of that just kind of falls in. Yeah, yeah.
- Briar 66:20 Yeah, it was, I heard someone say, a couple of months ago, it's like, I don't know where I heard it might have been movie song, my dad,
- Jake 66:28 Haha, something that's great.
- Briar 66:29 Yeah something inspirational. So, it was like the idea that you know, you make a decision, but you don't know how many different people your decision impacted your decisions going to have. Right? So make the best, you know, try to make the best as you possibly can at timing

making that decision. And not to say it's always going to be right. But you know, I think it's a that's a test of like, moral and ethics and character and all those types of things. And that's like, I don't know, that's been a huge part of, of all this because you know, you when you're working on a team, it's no longer like, Okay, I know what I like to do. I'll just do it my way. It's the decision I have I'm about to make for myself is going to impact the other five people that are relying on me to do something. And if you if you're, if you're selfish, you're thinking to yourself, you're setting yourself up to fail.

Jake 67:13 You know, it's crazy. I heard it described somewhat similar. Not too long ago that really stuck out to me, but your decisions, it has to be what's good for you, and your family and your friends, but not just good for you today. But good for you a week from now. And also good for you a year from now. And like being able to look at all your decisions in this larger complex of you and the people close to you and how it's going to unfold over time. Yeah, you know, it. Yeah, no decision is just something here now. Everything's got the ripple effect.

Briar 67:39 Yeah, yeah, that's, I think that's exactly right, along with what we were just saying, yes, it's crazy. Because it's, and when you get to the real world is the same type of thing. You know, whether you're solving a \$1 problem or you're solving a \$10 million problem or a billion-dollar problem, your decision is going to impact something and that could change someone's life like dramatically. I don't know It's wild. It's a wild thing to like, wrap your head around. But it's cool. So it's like so finishing up, you know, it's like crazy look at my friends going to marketing, you know, the consulting the finance side, the operations side the analytic side and it's like It's wild people that I am like beyond thankful for to have as like a support your support my life like you guys have that right? So, the first year you find out like you have your core group. Yeah, you know, you have a group that's just like, you make your network, right? Hey, good to see ya, handshake and have a coffee or whatever, then you have like the group that post to your MBA is the group that is there for like, Hey, I'm thinking about career switch Any ideas? And that person's like, Oh, I could connect you with so and so. And like, it's like crazy, like the kind of the interconnectedness there.

Jake	68:47	Yeah. And not just like the personal satisfaction of your own growth. But I mean, watching all these people around me grow to has been really something satisfying to watch and seeing the development of your peers around you, as you all go through it. Yeah. And I'm sure as you're about to graduate, some of the people from when you met to walking across the stage tomorrow?
Briar	69:05	Yeah, it's unbelievable. I mean, and like you look at everyone around you and then at the same time like I, you know, you kind of do like, the LeaderCORE thing of, you know, you look at and you say, Wow, I've two years I've gone from this to this. You know, I said like, last year I was asked like about, you know, how would you talk about the people that you're in a class with? And, you know, coming from the non-business side, I am, you know, working with some of the smartest people I've ever worked with in my life. And I still stand by that, that there are absolutely ya know a handful, you know, not even, more than that, that are just some of the smartest people that I have either been a part of on a team with or I've worked with just in passing, or I'm just constantly talking with It's crazy. And it's a wild, wild experience that it's hard to sum up to like one quick sentence.
Orion	69:51	Yeah.
Briar	69:52	Yeah, it's good.
Jake	69:53	Listen, Briar. It's been great. Congratulations on graduating tomorrow and moving off into the world.
Briar	69:57	Yeah, I appreciate it. Yeah.
Jake	69:59	Thank you for coming in and talking to us.
Briar	70:01	Thanks for having me. Thank you. I appreciate your time.
Jake	70:03	Stay tuned. We will be back