



HARVARD
BUSINESS SCHOOL

RESEARCH FOR INTERVIEW PREP USING BAKER LIBRARY RESOURCES

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Jen Beauregard

January 5, 2018

AREAS OF FOCUS

- Accessing Baker resources
- Company analysis
- Industry analysis
- Company and industry news & trends
- Understanding job roles & functions



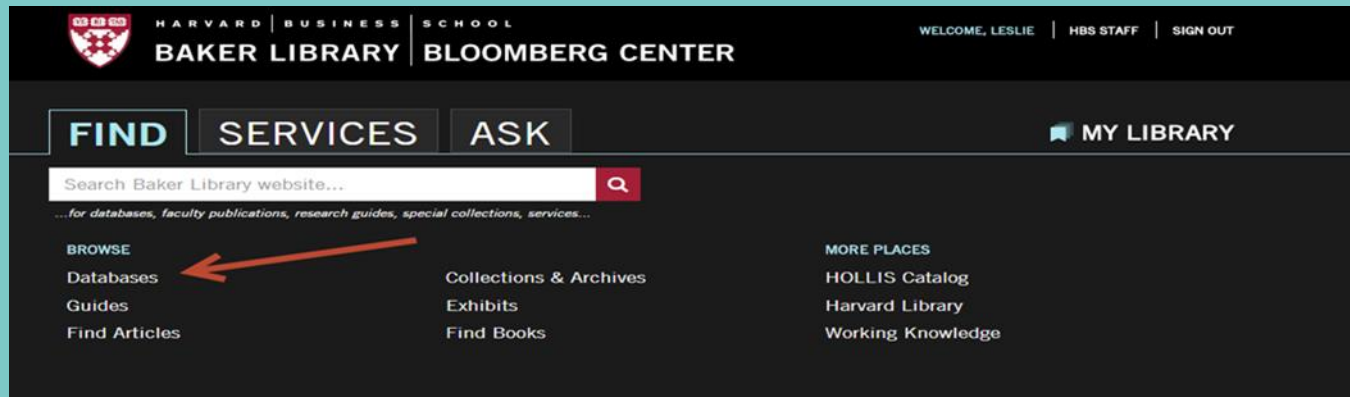
AREAS OF FOCUS

- Accessing Baker resources



ACCESSING BAKER RESOURCES

- Go to library.hbs.edu
- Go to Find->Databases to locate the databases discussed today




The screenshot shows the top navigation bar of the Baker Library Bloomberg Center website. The header includes the Harvard Business School logo and the text "HARVARD BUSINESS SCHOOL BAKER LIBRARY BLOOMBERG CENTER". On the right, there are links for "WELCOME, LESLIE", "HBS STAFF", and "SIGN OUT". Below the header, there are three main navigation buttons: "FIND", "SERVICES", and "ASK", along with a "MY LIBRARY" link. A search bar is located below the "FIND" button, with the placeholder text "Search Baker Library website..." and a magnifying glass icon. Below the search bar, there is a list of navigation options under the heading "BROWSE". An orange arrow points to the "Databases" link in this list. Other links in the "BROWSE" section include "Guides" and "Find Articles". To the right of the "BROWSE" section, there is a "MORE PLACES" section with links to "HOLLIS Catalog", "Harvard Library", and "Working Knowledge".

HARVARD BUSINESS SCHOOL
BAKER LIBRARY BLOOMBERG CENTER

WELCOME, LESLIE | HBS STAFF | SIGN OUT

FIND SERVICES ASK MY LIBRARY

Search Baker Library website... 

...for databases, faculty publications, research guides, special collections, services...

BROWSE

- Databases
- Guides
- Find Articles

COLLECTIONS & ARCHIVES

- Collections & Archives
- Exhibits
- Find Books

MORE PLACES

- HOLLIS Catalog
- Harvard Library
- Working Knowledge



AREA OF FOCUS

- Company analysis



COMPANY ANALYSIS: DATABASE COMPARISON

<u>Features</u>	<u>D&B Global Business Browser</u>	<u>Capital IQ</u>	<u>Thomson ONE</u>	<u>FactSet</u>
Global Coverage	✓	✓	✓	✓
Company Overviews	✓	✓	✓	✓
News	✓		✓	
Analyst Reports			✓	
Good for coverage for startups and private US companies		✓	✓	✓
Strong in finance, deals and ranks, and transactions		✓	✓	✓
Great source for building HBS alumni network		✓		
Access details	Remote (HBS Intranet)	In library or request account remote access.	Remote (HBS Intranet)	In library or request account remote access.



COMPANY ANALYSIS:

D&B GLOBAL BUSINESS BROWSER

Goal: Understand Corning's strengths & weaknesses

1. Go to D&B Business Browser
2. Type Corning into Companies
3. Select Strengths & Weaknesses from left-hand nav for SWOT report

Also useful:

Competitor's report

Significant Developments



COMPANY ANALYSIS: D&B GLOBAL BUSINESS BROWSER

Collapse all | Expand all

Hide ▾

▼ **Profile**

- Company Summary
- Corporate Overview
- Executives
- Corporate Family
- Closest Neighbors/Peers
- OneStop Report
- CRUSH I.T. Intelligence

▼ **News & Analysis**

- Latest News Stories
- Significant Developments
- Competitors Report
- Analysts' Reports
- Strengths/Weaknesses (SWOT)
- Credit Report
- Spending Insights
- Payment & Risk Insights
- Peer Analysis
- Public Company Peer Analysis
- Company Chartbook(Excel)
- Valuation Tearsheet (Excel)

▼ **Filings**

- SEC Filings
- Annual Reports

Corning Incorporated

1 Riverfront Plz
Corning, NY 14831-0002
United States
[↳ Map](#)

Tel: 607-974-9000
Fax: 607-974-8830

[↳ www.corning.com](http://www.corning.com)

Business Description

The source of Corning's revenue and profits is transparently obvious in the sciences industries. Its products include substrates for flat-panel displays. Corning has about 90 manufacturing and processing facilities in some 20 countries.
Source: D&B

Industry

Industry [Non-Metallic Mineral Product Manufacturing](#)
ANZSIC 2006: [2010 - Glass and Glass Product Manufacturing](#)
ISIC Rev 4: [2310 - Manufacture of glass and glass products](#)
NACE Rev 2: [2313 - Manufacture of hollow glass](#)
NAICS 2012: [327212 - Other Pressed and Blown Glass and Glassware Manufacturing](#)
UK SIC 2007: [2313 - Manufacture of hollow glass](#)
US SIC 1987: [3229 - Pressed and Blown Glass and Glassware, Not Elsewhere Classified](#)

Corning Incorporated

Strengths/Weaknesses (SWOT)

	Helpful to achieving the objective	Harmful to achieving the objective
Internal Origin (attributes of the organization)	Strengths <ul style="list-style-type: none"> Financial Performance Global Presence Research and Development Activities Liquidity Position 	Weaknesses <ul style="list-style-type: none"> Concentrated Customer Base
External Origin (attributes of the environment)	Opportunities <ul style="list-style-type: none"> Demand for Smartphones in North America Growth Initiatives Strategic Acquisitions 	Threats <ul style="list-style-type: none"> Foreign Currency Fluctuations Highly Competitive Market Changing Technology

Overview

Corning Incorporated (Corning) provides glass substrates for active matrix liquid crystal displays (AMLCDs). It produces and manufactures various IT products and services. Its performance, research and development activities, global presence and strong liquidity position are the company's main strengths, whereas concentrated customer base and high debt are areas of concern. In the future, intense competition, foreign exchange risks and changing technology could affect its growth. However, growing demand for smartphones in the mobile phone market and acquisitions and growth initiatives are likely to provide growth opportunities to the company.

Strengths

Financial Performance

Corning delivered an impressive financial performance during the review year. The company's total revenue increased by 3.1% from US\$9,111 million in FY2015 to US\$9,400 million in FY2016. This increase was primarily attributed to increase in the revenue across its reportable segments. The company's Display Technologies segment increased by US\$152 million over the review year, primarily due to strengthening Japanese yen in the amount of US\$370 million. The company's Optical Communications segment increased by US\$25 million over the previous year. This increase was primarily due to US\$76 million in sales of carrier products and the impact of an acquisition done in the review year. The company's Specialty Materials segment increased by US\$17 million over the review year.



COMPANY ANALYSIS: CAPITAL IQ

Goal: Obtain list of deals from past 12 months by Evercore Partners

1. From the main menu choose “Screening” then “Transactions”
2. Under “List Management” click “Add Companies”
3. Search for advisors by name [i.e., Evercore Partners]
4. Add them to Selected Companies, then select “Advisor” from the “This criterion describes” field. Click “Add Criteria” button
5. Under “General Transaction Details” click on “Dates” and choose “last 12 months”. Click “Add Criteria” button
6. Click on “View Results”
7. To create a specific report, click “Add Display Columns” under Display Options
8. Choose desired fields and order to display and click “View Results” and click Excel icon to export screening results and aggregate data



COMPANY ANALYSIS: CAPITAL IQ

S&P Capital IQ Search Companies, People, Funds, and More...

My Capital IQ Companies Research Markets **Screening** Charting Coverage Projects Alpha Factors Real-Time RatingsDirect® Struct

Screening

- Companies
- Quick Screener
- Equities
- Fixed Income
- Key Developments
- People
- **Transactions**
- Projects
- Projects/Portfolios
- Instruments
- Saved Screens
- Saved Templates

Idea Generation

- Investment Banking
- Investment Management
- PE/VC
- Corporate
- Screening Lite
- New and Newsworthy
- All Idea Generation Screens

Reporting

- Screening Reports

Comparable Analysis

- Create - Companies
- Create - Transactions
- Create - Fixed Income

Targeting

- Find Buyers or Investors
- Find Limited Partners

User Directory **Darden, Katie**
Dec-08-2017 2:35 PM

Group Management

board
to 3
der Items

Capital IQ

& Strategy

2017

2017

scape

Hedge Funds Flock
Sabic, Pavle
Dec-05-2017 10:31 AM

Natural Language P
Earnings Calls
Zhao, Frank
Sep-06-2017 3:21 PM
Given the growing inter
aspects of NLP and prov
Hedge Fund Latest

List Management

- Saved Screens
- Saved Criteria
- Coverage Lists
- Watch Lists
- Securities Watch Lists
- Target/Recipient Lists
- Company Comp Sets
- Transaction Comp Sets
- Fixed Income Comp Sets
- Contact Lists
- Relationships
- Activity Logs
- Add Companies
- Add Equities
- Add FI Securities



COMPANY ANALYSIS: CAPITAL IQ

My Capital IQ Companies Research Markets **Screening** Charting Coverage Projects Alpha Factors Real-Time Structured Models + ⚙

Transaction Screening

Screening Settings Save as New Screen Add to Binder 0 Items

Screen For: Companies Equities Fixed Income Key Devs People Transactions Projects

View Criteria Customize Display Columns Saved Screens Idea Generation

Reorder Save as New Screen

1 Add Companies (Advisors): Evercore Partners Inc. (NYSE:EVR) 753 Edit X Options ▼

2 All Transactions Announced Date: [Last 12 Months] 104 Edit X Options ▼

Search: Add to Screen

Sort by: All Transactions Announced Date DESC View: All Results of 104 **View Results >>**

My Capital IQ Companies Research Markets **Screening** Charting Coverage Projects Alpha Factors Real-Time Structured Models + ⚙ My Lists Alerts

Transaction Screening Screening Results

Screening Settings Save as New Screen Create Activity Add to Binder 0 Items

View Criteria Customize Display Columns Edit Criteria Return to Screen Builder Save as New Screen

Search: Add to Screen

Screening Results - Currency: Original Settings Change

Export: All Transactions Word Excel Go Keep Current Columns **Add/Edit Display Columns**

Save to List Group Results Functions: Aggregates Launch Visualization... Go

Viewing 1-50 of 104 [View 1-50 | 51-100 | 101-104] [View All]

	All Transactions Announced Date	Target/Issuer	Transaction Types	Transaction Status	Total Transaction Value (\$US\$mm, Historical rate)	Buyers/ Investors	Sellers	CIQ Transaction ID
<input type="checkbox"/>	12/12/2016	Enerplus Resources (USA) Corporation, Non Operated Assets in North Dakota	Merger/Acquisition	Announced	292.00	-	Enerplus Resources (USA) Corporation	IQTR41268800
<input type="checkbox"/>	12/07/2016	230 MW of Wind Power Assets in Ireland	Merger/Acquisition	Closed	-	CGN Europe Energy	Gaelectric Holdings Plc	IQTR412272943
<input type="checkbox"/>	12/06/2016	Verizon Communications Inc., Portfolio of 24 Data Center Sites	Merger/Acquisition	Announced	3,600.00	Equinix, Inc. (NasdaqGS:EQIX)	Verizon Communications Inc. (NYSE:VZ)	IQTR412129531



COMPANY ANALYSIS: THOMSON ONE

Goal: Find initiating coverage from analysts for Estee Lauder

1. Select “Company Views” tab from the top of the screen
2. Select “Research” and then “Company Research”
3. Select link in the top right corner “Advanced Research Page”
4. Within area called, “Search Options” Type company name, “Estee Lauder” in company search box
5. Click box to the right of the company search box, “Initiating Coverage”
6. Open “Date Box” and change date to “Last 1 Year”



COMPANY ANALYSIS: THOMSON ONE

Advanced Research

Search

Search Options

Company (Enter Name, Ticker, CUSIP, ISIN, SEDOL)
ESTEE LAUDER COMPANIES INC; Initiating Coverage

Asset Class: All Fixed Income
Date: Last 1 Year (dropdown) 12/18/16 to 12/18/17

More Options

Enter Keyword(s) [Search Tips](#)
Title: [dropdown] [input] - Add Keyword -

Report #: [input] Report Type: Company Industry Geographic

Industry: NAIC [dropdown] [input]

Contributor: [input] Exclude

[Remove Non-Broker Research](#)

Search **Reset** **Save Search** **Load:** **Load Search**

J.P.Morgan

The Estee Lauder Cos

The Beauty of Fast Growing Premium Categories;
Initiating Coverage with an Overweight

We initiate coverage of Estee Lauder (EL) with an Overweight rating and a Dec-17 price target of \$100. EL's exposure to high-growth premium color cosmetics gives the company the highest rate of organic growth in our coverage universe (mid- to high-single digits vs. low-single digits). That growth should flow into EPS and cash flows given its high ROE (~33%) and free cash flow conversion rate. We believe concerns over department store closures and weak mall traffic are overdone, as EL has been able to more than offset these headwinds with alternative distribution under Sephora and online. As the World's leading premium beauty player, EL benefits from the "selfie" obsessed generations, who

Completed 20 Mar 2017 09:13 PM EDT
Disseminated 21 Mar 2017 12:15 AM EDT
[North America Equity Research](#)
21 March 2017

Initiation
Overweight

EL, EL US
Price: \$86.51
Price Target: \$100.00



Beverage, Household & Personal
Care Products

Andrea Teixeira, CFA ^{AC}
(1-212) 622-6735
andrea.f.teixeira@jpmorgan.com
Bloomberg JPMA TEIXEIRA <GO>
Christina Brathwaite, CFA
(1-212) 622-0149
christina.m.brathwaite@jpmorgan.com



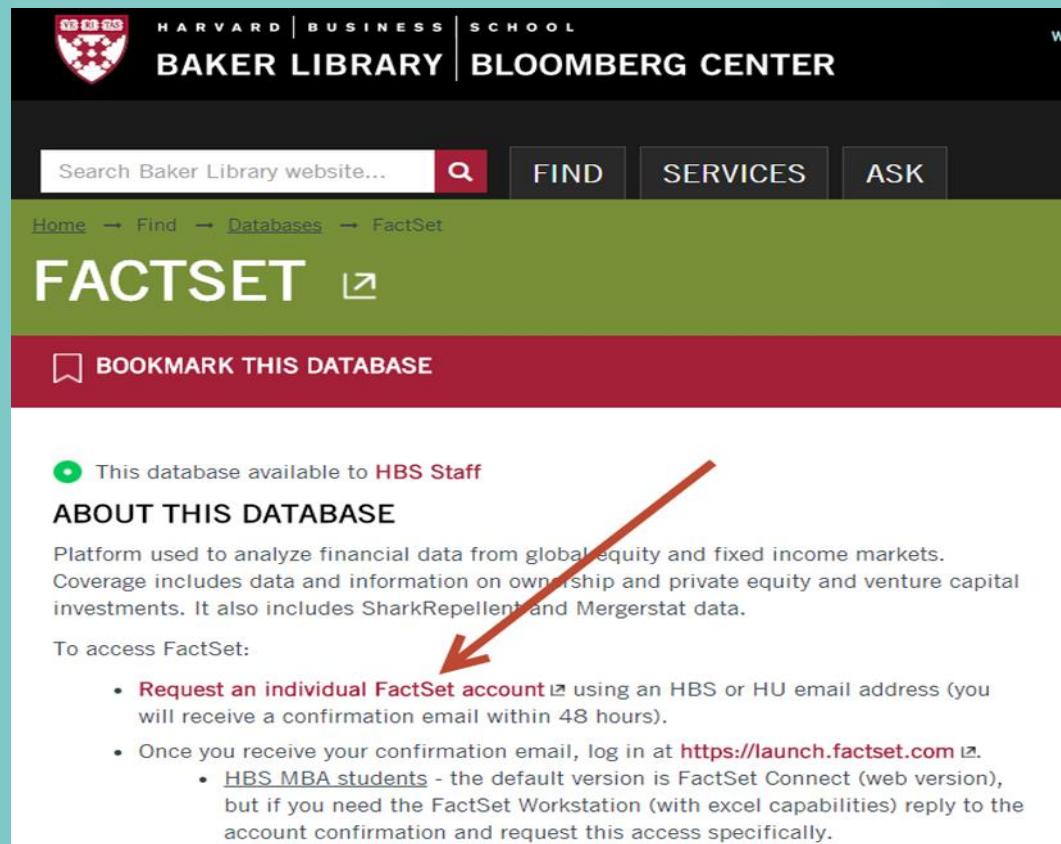
COMPANY ANALYSIS: FACTSET

Goal: Find information on Amazon's supply chain.

1. Click on the  icon and type in "Amazon"
2. Select "Supply Chain" from the left hand menu
3. Click into sections for more information
4. Click on  icon to download data into excel



COMPANY ANALYSIS: FACTSET



HARVARD BUSINESS SCHOOL
BAKER LIBRARY | BLOOMBERG CENTER

Search Baker Library website... **FIND** SERVICES ASK

Home → Find → Databases → FactSet

FACTSET

BOOKMARK THIS DATABASE

This database available to **HBS Staff**

ABOUT THIS DATABASE

Platform used to analyze financial data from global equity and fixed income markets. Coverage includes data and information on ownership and private equity and venture capital investments. It also includes SharkRepellent and Mergerstat data.

To access FactSet:

- **Request an individual FactSet account** using an HBS or HU email address (you will receive a confirmation email within 48 hours).
- Once you receive your confirmation email, log in at <https://launch.factset.com>.
 - [HBS MBA students](#) - the default version is FactSet Connect (web version), but if you need the FactSet Workstation (with excel capabilities) reply to the account confirmation and request this access specifically.



COMPANY ANALYSIS: FACTSET

FACTSET Learning Portal Today's Top News Markets Quotes Charting Economics Industry Company/Security Filings Screening Portfolio Ownership Research Calendar Browser Cash Flow Currency LOCAL

amazon

All Equities Funds Debt Private Econ People Deals

Amazon.com, Inc. AMZN-US (NAS) | Internet Retail | Primary Equity Company/Security @SNP | Application

Amazon (Venture Capital) 0GK3HT-E | PE/VC Firm Company/Security @PVC | Application

Amazon.com 9/14 Cov-Lite RC 05-Sep-2016 LX141053 | Loan Company/Security @FIT | Application

Amazon Preservation Partners, Inc. Zola Açai | Private Company Company/Security @PRV | Application

Amazon.com, Inc. Revolver/Standard 20-MAY-2016 FDSQJ0C94 | Loan Company/Security @FIT | Application

Leverage Shares 2x Amazon ETP AMZ2-GB (London) | ETF Company/Security @ETF | Application

Amazon.com, Inc. Revolver/Standard 13-OCT-2016 FDS0LXH52 | Loan Company/Security @FIT | Application

Amazon EU SARL Private Company Company/Security @PRV | Application

Advanced ID Search

REPORTS

- Overviews
- Snapshot
- Entity Structure
- Event Calendar
- Comps
- Capital Structure
- RBICS Rev
- GeoRev
- Reference
- Charts
- News, Research, and Filings
- Prices
- Ownership
- Financials
- Financials - As Reported
- Estimates
- Credit Analysis
- Transactions
- Activism, Management, and Governance

Amazon.com, Inc. (AMZN) \$1,209.59 Next Rpt Date: 01 Feb '18 Key Statistics FactSet Fundamentals

Supply Chain Overview

Suppliers (5 of 326) Direct Disclosure Reverse Disclosure Mutual Disclosure

Company Name	% of Revenue	Market Value (M)	FactSet Sector	FactSet Industry	Country
R Applied Optoelectronics, Inc.	54.60%	734	Electronic Technology	Telecommunications Equipment	USA
R RenetJapanGroup, Inc.	47.90%	49	-	-	JPN
R AeroGrow International, Inc.	40.80%	118	Consumer Durables	Other Consumer Specialties	USA
R Wellnet Corporation	33.50%	204	Technology Services	Data Processing Services	JPN
R United Natural Foods, Inc.	33.00%	2,491	Distribution Services	Food Distributors	USA

Customers (5 of 242)

Company Name	% of Revenue	Market Value (M)	FactSet Sector	FactSet Industry	Country
M Live Nation Entertainment, Inc.	-	8,763	Consumer Services	Movies/Entertainment	USA
M Capital One Financial Corporation	-	48,203	Finance	Finance/Rental/Leasing	USA
M Workday, Inc. Class A	-	22,086	Technology Services	Information Technology Services	USA
D Tilly's, Inc. Class A	-	416	Retail Trade	Apparel/Footwear Retail	USA
D Apartment Therapy LLC	-	-	Commercial Services	Miscellaneous Commercial Services	USA

Partners (5 of 138)

Company Name	Partnership Type	Market Value (M)	FactSet Sector	FactSet Industry	Country
D Mattel, Inc.	In-licensing	5,548	Consumer Durables	Recreational Products	USA
D salesforce.com, inc.	Research Collaboration	76,051	Technology Services	Packaged Software	USA
D United Kingdom	Research Collaboration	-	Government	Sovereign	GBR
D LivingSocial, Inc.	Equity Investment	-	Commercial Services	Commercial Printing/Forms	USA



AREA OF FOCUS

- Industry analysis



INDUSTRY ANALYSIS: DATABASE COMPARISON

<u>Features</u>	<u>S&P Net Advantage</u>	<u>Passport</u>	<u>IBISWorld</u>
Geographic Coverage	US only	Global	US, UK, Australia, China & Global
Depth of Coverage	Broad coverage	Deep coverage	Deep coverage
Standard sections for "How to analyze this industry/company" or "Competitive Landscape"	✓		✓
Deep coverage of consumer product sectors		✓	



INDUSTRY ANALYSIS: S&P NETADVANTAGE

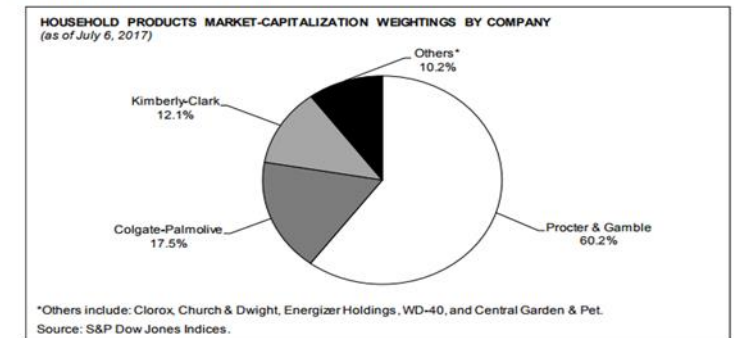
Goal: Find comprehensive industry information on household products in the US

1. Click on “Industry Survey” on top menu.
2. Expand “Select a GICS Industry.”
3. Select Household Products from menu, then click “Search.”
4. Click PDF icon to download report.



INDUSTRY OVERVIEW

The household products industry is highly consolidated; the three largest companies (Procter & Gamble Co., Colgate-Palmolive Co., and Kimberly-Clark Corp.) have a combined market capitalization of 89.8% of the industry.



Industry Revenues

Revenues

◆ Industry revenues grew at a compounded annual growth rate (CAGR) of 1.6% from the first quarter of 2007 to the first quarter of 2017, significantly less than the 5.8% growth experienced in the consumer staples sector. CFRA thinks this underperformance reflects the industry's greater exposure to international markets, with slow growth in recent years resulting from weaker macroeconomic environments and effects of unfavorable foreign currency exchange rates.

◆ Compared with other industries in the consumer staples sector, the household products industry has greater exposure to international markets. International markets are the source of at least 50% of sales from the three largest participants in the industry.

INDUSTRY ANALYSIS: PASSPORT

Goal: Understand the beauty and personal care industry in India

1. Under “Search Analysis” select “Beauty and Personal Care” as category and “India” as geography
2. Click “Go”
3. View report results
4. Tip: Filter for Country Reports to find most focused coverage on India



INDUSTRY ANALYSIS: PASSPORT

The screenshot shows the top navigation bar of the Passport website. On the left is the Passport logo. The navigation menu includes 'Search', 'Industries', 'Economies', 'Consumers', 'Companies', 'Analytics', and 'Help'. Below the navigation is a search bar with the text 'SEARCH BY INDUSTRIES, CATEGORIES AND TOPICS'. A dropdown menu is open, showing 'CATEGORIES AND TOPICS' and a 'GO' button. On the left side of the search bar, there is a promotional message: 'WANT THE BEST PASSPORT EXPERIENCE? REGISTER NOW Save your Search, Download Content, Connect and Share!'. On the right side, there is a 'New to Passport? PASSPORT VIDEO' link.

The screenshot displays a report titled 'Beauty and Personal Care in India' with the subtitle 'COUNTRY REPORT | MAY 2017'. The report is divided into three tabs: 'ANALYSIS', 'DATAGRAPHS', and 'CONTEXT'. The 'ANALYSIS' tab is active. On the left, there is a 'Table Of Contents' with sections for 'EXECUTIVE SUMMARY', 'Beauty and personal care records growth in 2016', 'Demonetisation impacts third-quarter sales of beauty and personal care players', and 'International players continue to lead Indian beauty and personal care'. The main content area shows the 'EXECUTIVE SUMMARY' with the following text: 'Beauty and personal care records growth in 2016 Beauty and personal care products managed to register current value growth in 2016, which was a significant achievement in a challenging environment and the demonetisation measure taken by the government. Product innovation, continued demand for naturally positioned products, premiumisation and consumer willingness to experiment with new products helped drive value growth during the year. Notwithstanding, growth of beauty and personal care in 2016 was noticeably slower than growth registered in the previous period, which was attributable to a more-challenging economic environment and demonetisation. Demonetisation impacts third-quarter sales of beauty and personal care players The government of India undertook a demonetisation measure, under which existing INRS currency notes were banned. This created a cash crunch in a largely cash-based economy, which led to a decline in sales of many beauty and personal care products. The demonetisation step was taken in the month of November and December in 2016, which fall during the wedding and festive season. Major categories during demonetisation were men's grooming products, deodorants, sun care and perfumes; however, most companies are expecting the market to completely recover from demonetisation by the first quarter of 2017.' On the right, there is a 'SEARCH ANALYSIS' panel with the text: 'Leverage detailed analysis from Euromonitor International's research team to understand the state of the market and opportunities.' Below this are radio buttons for 'Industries' (selected) and 'Economies and Consumers'. There are two dropdown menus: the first is set to 'BEAUTY AND PERSONAL CARE' and the second is set to 'INDIA'. A 'GO' button is at the bottom of the panel.



INDUSTRY ANALYSIS: IBIS WORLD

Goal: Locate a global industry overview of management consulting

1. Type “management consulting” into search
2. Scroll down the results page to “Industry Reports (Global)”
3. Select “Global Management Consultants”



INDUSTRY ANALYSIS: IBISWORLD

Search Results *(Filter My Results)*

Industry Reports (US) (1 to 5) of 1341 matches [More Results](#)

- ▶ Management Consulting in the US - 54161
- ▶ Pharmaceutical Contract Management Consulting - OD5846
- ▶ Marketing Consultants - OD5848
- ▶ HR Consulting in the US - 54161b
- ▶ Oil, Gas & Mining Consultants - OD5845

Industry Reports (Australia) (1 to 5) of 503 matches [More Results](#)

- ▶ Management Consulting in Australia - M6962a
- ▶ Professional Services in Australia - M6900
- ▶ Engineering Consulting in Australia - M6923
- ▶ Market Research and Statistical Services in Australia - M6950
- ▶ Employment Placement and Recruitment Services in Australia - N7211

Industry Reports (UK) (1 to 5) of 431 matches [More Results](#)

- ▶ Management Consultants in the UK - M70.229
- ▶ Financial Management in the UK - M70.221
- ▶ Procurement Outsourcing Services in the UK - UK0.014
- ▶ Actuarial Consulting Services in the UK - UK0.022
- ▶ Insurance Agents & Brokers in the UK - K66.220

Industry Reports (China) (1 to 5) of 271 matches [More Results](#)

- ▶ Management Consulting in China - 7433
- ▶ Market Research in China - 7432
- ▶ Attorneys in China - 7421
- ▶ Engineering Services in China - 7671
- ▶ Energy-Efficiency Consultants in China - 7661

Industry Reports (Global) (1 to 5) of 73 matches [More Results](#)

- ▶ Global Management Consultants - L6712-GL
- ▶ Global Commercial Real Estate - K6111-GL
- ▶ Global Insurance Brokers & Agencies - J5711-GL

HOME > INDUSTRY MARKET RESEARCH > GLOBAL INDUSTRY REPORTS > GLOBAL MANAGEMENT CONSULTANTS

PDF PRINT SEARCH

About this Industry Industry at a Glance Industry Performance Industry Outlook Products & Markets Competitive Landscape Major Companies Operating Conditions Key Statistics

IBISWorld Industry Report L6712-GL November 2017 | Mario Ismailanji

Global Management Consultants

Good advice: Penetration into emerging economies will offset slower growth in core markets

Industry Definition

Management consultants provide advice and assistance to organizations on strategic and organizational planning; financial planning and budgeting; marketing objectives and policies; human resource policies, practices and planning; production scheduling; and control planning. Although this industry does not encompass information technology (IT) or computer consulting services, any revenue generated from IT strategy services is included.

[Back to top](#)

The Supply Chain Key Economic Drivers

Global aggregate private investment



AREA OF FOCUS

- Company and industry news & trends



COMPANY NEWS & TRENDS: FACTIVA

Goal: Find information about Apple's latest products

1. Open "Date" and select "In the last year"
2. Scroll down to "Company" filter and type company name "Apple"
3. Scroll down to "Subject" filter and type "New Products/Services"
4. Under "Sources," scroll down and select "Major News and Business Publications" to narrow your results
5. Limit to English if desired, then click Search to view results



COMPANY NEWS & TRENDS: FACTIVA

Free Text Search

Search Form

Examples

Date Duplicates

Source ▶

Author ▶ All Authors

Company ▶

Factiva Expert Search ▶

Subject ▶

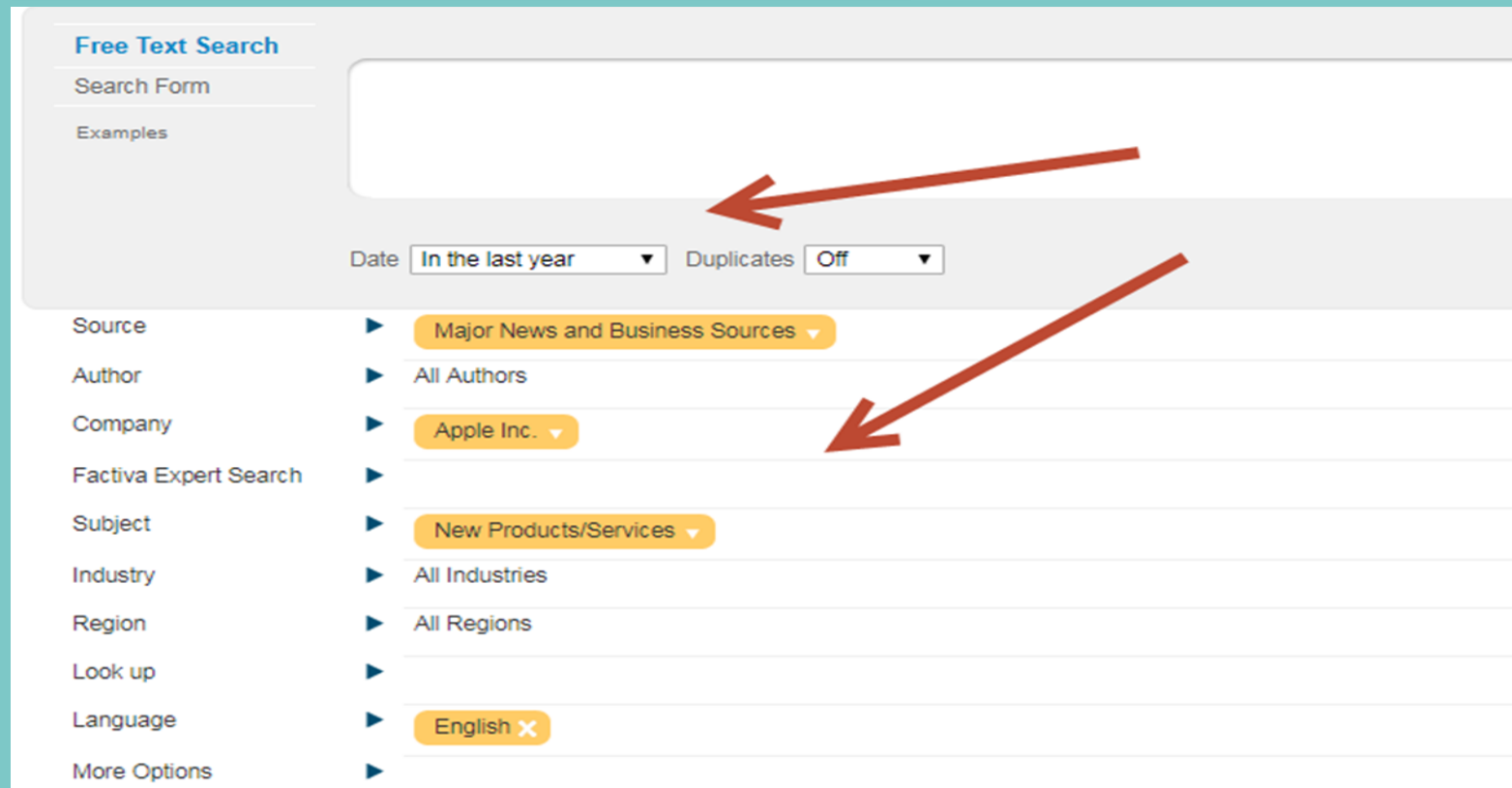
Industry ▶ All Industries

Region ▶ All Regions

Look up ▶

Language ▶

More Options ▶



COMPANY NEWS & TRENDS: FACTIVA

The screenshot displays the Factiva website's search results page. The top navigation bar includes the Factiva logo and menu items: Home, Search (highlighted), Alerts, Newsletters, News Pages, and Companies/Markets. Below the navigation bar, a search bar shows the query 'Dow Jones (862) All (3,031) Publications Web News (595) Blogs (0) Pictures (0) Multimedia (0)'. The search results are sorted by 'Most recent first' and show 100 headlines out of 2,436. The first six headlines are listed, all related to Apple's new smartphones (iPhone X, iPhone 8, and iPhone 8 Plus) and Amazon's Echo devices. A sidebar on the left shows a 'Date' distribution chart and a 'Companies' list with counts for various firms.

FACTIVA Home Search Alerts Newsletters News Pages Companies/Markets

Search DATE: In the last year SOURCE: Major News and Business S... MORE ▼

Dow Jones (862) All (3,031) Publications Web News (595) Blogs (0) Pictures (0) Multimedia (0)

Sort by: Most recent first Duplicates: Off

Headlines 1 - 100 of 2,436 Next 100 ▶

- New iPhone X details leaked hours ahead of huge Apple launch showing details of THREE new handsets**
[Mirror.co.uk](#), 11:21, 18 December 2017, 628 words, (English)
In possibly the biggest leak in Apple's history, details have emerged showing the tech giant is planning to launch facial recognition software that can turn your expressions into em...
- iPhone X, iPhone 8 and 8 Plus revealed at 10th anniversary Apple event - and they're the most expensive yet**
[Mirror.co.uk](#), 11:18, 18 December 2017, 998 words, (English)
The iPhone X will cost £999 for the 64GB model and £1149 for the 256GB model - and will be available from November 3 Apple has unveiled three new iPhones at a special eve...
- iPhone 8 and 8 Plus: UK release date, price, specs and features of Apple's new smartphones for 2017**
[Mirror.co.uk](#), 10:59, 18 December 2017, 1161 words, (English)
Apple's has skipped straight from last year's iPhone 7 to the new iPhone 8 Apple has unveiled the iPhone 8 and iPhone 8 Plus, alongside the much-rumoured iPhone X at one of...
- Amazon Echo Prices Turn Smart-Speaker Market On Its Ear; \$30 Echo Dots are triggering price cuts on Google Home devices and complicating...**
[The Wall Street Journal Online](#), 5:30, 18 December 2017, 930 words, (English)
Amazon.com Inc. has triggered a race to the bottom in smart speakers. Amazon slashed prices on its new lineup of six Echo devices as part of its Black Friday promotions last m...
- Press Release: DarioHealth Gains Regulatory Approval in Australia for iPhone 7, iPhone 8, and iPhone X Smart Glucose Meter**
[Dow Jones Institutional News](#), 8:00, 18 December 2017, 884 words, (English)
DarioHealth Gains Regulatory Approval in Australia for iPhone 7, iPhone 8, and iPhone X Smart Glucose Meter DarioHealth Will Begin Selling Lightning(R) Enabled Smart Gluco...
- Press Release: Swarovski and Victoria Wieck Partner to Debut the Global Launch of the Skyblu Apple Watch Case on Evine**
[Dow Jones Institutional News](#), 8:03, 18 December 2017, 1083 words, (English)

Filters:

Date Export

1,000
500
0
01-Dec-2016 31-Dec-2017
Distribution: Monthly

Companies Export

Apple Inc.	2,436
Samsung Electronics Co Ltd	193
Alphabet Inc.	190
Amazon.com, Inc.	114
Microsoft Corporation	52
Huawei Technologies Co Ltd	36
Reliance Jio Infocomm Li...	24
Fitbit Inc.	20



COMPANY NEWS & TRENDS: FACTIVA

Goal: Identify recent news & trends in CPG in the US

1. Under Subject, expand “Selection of Top Stories/Trends Analysis.”
2. Then expand “Suggested Reading – Industry News” and select “Consumer Products.”
3. Select “All Regions” and type “United States” in the search box
4. Limit to English if desired, then click “Search” to view results.



COMPANY NEWS & TRENDS: FACTIVA

Source	▶ All Sources
Author	▶ All Authors
Company	▶ All Companies
Factiva Expert Search	▶
Subject	▼ Suggested Reading – Consumer Products ▼ <input type="text"/> <input type="radio"/> Or <input type="radio"/> And Select Subject Category <input type="text" value="All Subjects"/> ▼ <ul style="list-style-type: none">+ Commodity/Financial Market News ⓘ ▲ ⓧ+ Content Types ⓘ ▲ ⓧ+ Corporate/Industrial News ⓘ ▲ ⓧ+ Economic News ⓘ ▲ ⓧ+ Political/General News ⓘ ▲ ⓧ- Selection of Top Stories/Trends/Analysis ⓘ ▲ ⓧ<ul style="list-style-type: none">- Suggested Reading – Industry News ⓘ ▲ ⓧ<ul style="list-style-type: none">- Suggested Reading – Accounting/Consulting ⓘ ▲ ⓧ- Suggested Reading – Advertising/Public Relations/Marketing ⓘ ▲ ⓧ- Suggested Reading – Aerospace/Defense ⓘ ▲ ⓧ- Suggested Reading – Agriculture/Forestry ⓘ ▲ ⓧ
Industry	▶ All Industries
Region	▶ United States ▼
Look up	▶
Language	▶ English ✕
More Options	▶



COMPANY NEWS & TRENDS: FACTIVA

Search DATE: In the last year SOURCE: All Sources MORE ▼

Dow Jones (456) All (3,724) **Publications** Web News (195) Blogs (0) Pictures (0) Multimedia (0)

Sort by: Most recent first Duplicates: Off

Date Export

Distribution: Monthly

Companies Export

Toys R Us Inc	160
Amazon.com, Inc.	117
Boston Celtics (team)	77
Boston Red Sox (team)	75
Nintendo Co Ltd	48
Samsung Electronics Co Ltd	43
Mattel Inc	41
Alphabet Inc.	39
Hasbro Inc	34

Headlines 1 - 100 of 3,529 Next 100 ▶

- Meet your maker**
[The Sydney Morning Herald](#), 25 November 2017, 1035 words, (English)
COVER STORY Architecture and furniture design are disciplines that have always gone hand-in-hand, and with some of the best – Boyd, Earle and Eames – “chairs are architecture, sofas are bourgeois”). So too is the creative...
- Toys R Us' Black Friday deals include huge brands Hot Wheels and Barbie - plus how you can get £16 off**
[Mirror.co.uk](#), 13:49, 24 November 2017, 641 words, (English)
Here's how you can save cash on Christmas gifts from Toys R Us during Black Friday 2017 Toys R Us have launched their Black Friday deals, and baby products.
- Black Friday toy deals 2017: Best offers today**
[The Telegraph Online](#), 13:38, 24 November 2017, 763 words, (English)
Each year just as Christmas celebrations begin, many shops take part in Black Friday, a traditionally American custom where huge sales are held. In the UK, many retailers also take part as the nation gets in on the ...
- Best Black Friday furniture deals, from divan beds to dining tables**
[The Telegraph Online](#), 13:10, 24 November 2017, 868 words, (English)
Another year is coming to an end, and Black Friday is upon us: an event where stores and shops put on sales, in a custom that started following the US. Much anything can be put on sale for Black Friday, and furniture...
- The Latest: Fingerlings, Pikmi Pops among toys hard to find**
[Associated Press Newswires](#), 13:28, 24 November 2017, 2235 words, (English)
NEW YORK (AP) — The Latest on Black Friday (all times local): ____ 1 p.m. Hot toys were hard to find in stores. That's according to Jim Silverman, a spokesman for Toys R Us. (AP) TTPM.



COMPANY/INDUSTRY NEWS & TRENDS: INDUSTRY HIGHLIGHTS

- *Bi-weekly newsletters covering select industries curated by Baker Librarians during the academic year.*
- *Curated articles focus on news about major players and HBS recruiters, analysis of trends in the industry and the competitive environment, and innovative products and services.*
- *Related CPD industry events and job postings included.*

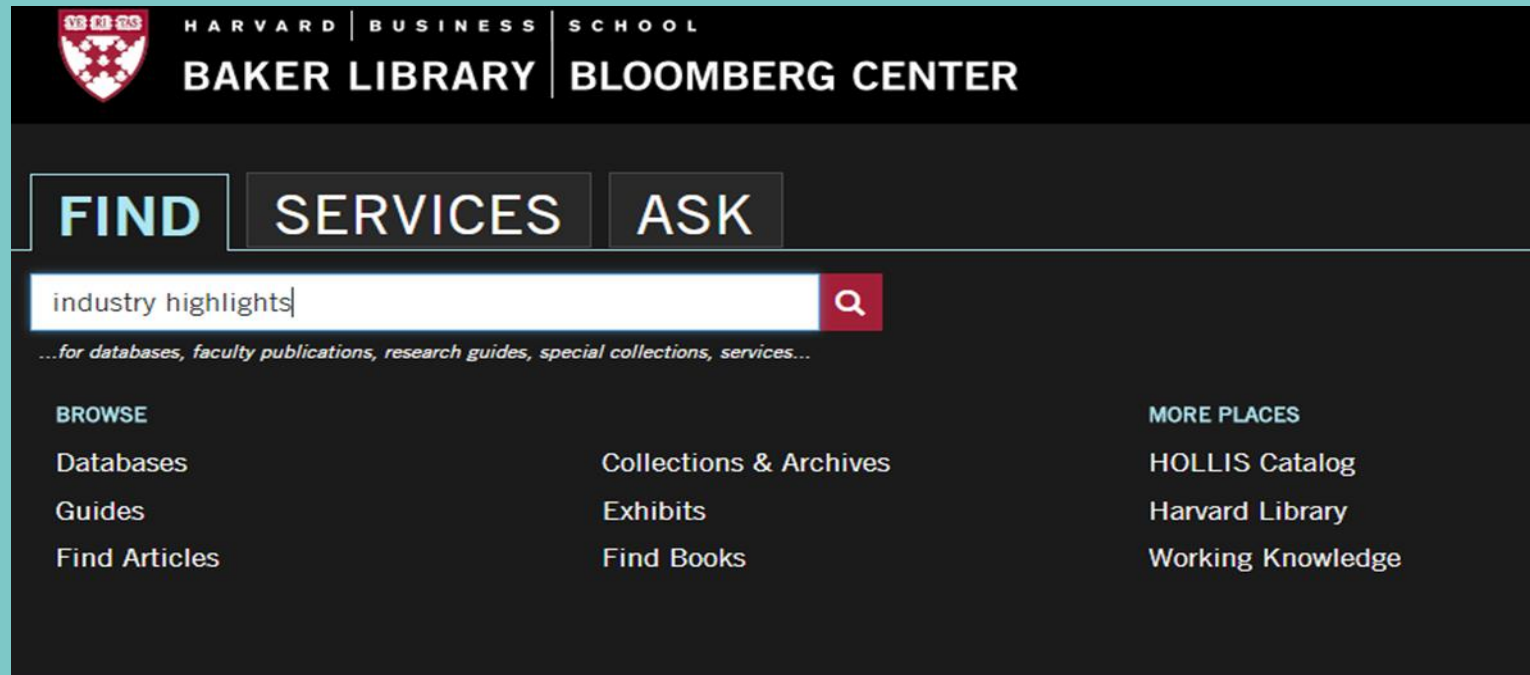
Industries covered:

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Healthcare – Biotech
High Tech – New Media
Investment Management
Retail – Luxury Goods
Startups
VC/PE



COMPANY/INDUSTRY NEWS & TRENDS: INDUSTRY HIGHLIGHTS

- Sign up on Baker's website – type industry highlights into search.
Select as many as you like.



The screenshot shows the top navigation bar of the Baker Library Bloomberg Center website. It features the Harvard Business School crest and the text "HARVARD BUSINESS SCHOOL BAKER LIBRARY BLOOMBERG CENTER". Below this is a navigation menu with three buttons: "FIND", "SERVICES", and "ASK". A search bar is positioned below the menu, containing the text "industry highlights" and a magnifying glass icon. Underneath the search bar, there is a line of text: "...for databases, faculty publications, research guides, special collections, services...". At the bottom of the search interface, there are three columns of links. The first column is titled "BROWSE" and includes "Databases", "Guides", and "Find Articles". The second column includes "Collections & Archives", "Exhibits", and "Find Books". The third column is titled "MORE PLACES" and includes "HOLLIS Catalog", "Harvard Library", and "Working Knowledge".



COMPANY/INDUSTRY NEWS & TRENDS: INDUSTRY HIGHLIGHTS

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INDUSTRY HIGHLIGHTS NEWSLETTERS

Industry Highlights are bi-weekly newsletters for selected industries published by Baker Library Services during the terms. Each newsletter provides summaries of important news items with links to the full text. Articles are selected from significant news about major players and HBS recruiters, analysis of trends in the industry and the competitive environment, news of innovative products and services. We try to include news from a variety of sources including major business and industry trade journals.

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INDUSTRY HIGHLIGHTS:

VENTURE CAPITAL – PRIVATE EQUITY

[From Bezos to Walton, Big Investors Back Fund for 'Flyover' Start-Ups](#)

New York Times, December 4, 2017

For the past several months, there has been a torrent of press around how Steve Case, the billionaire co-founder of AOL, and J. D. Vance, author of "Hillbilly Elegy," have teamed to try to revive entrepreneurship in what elites often derisively refer to as the so-called flyover states. It turns out that they were also privately holding meetings with some of the wealthiest individuals and families in the country, urging them to not only invest in a new fund but become partners with some of the companies that will benefit from it.

[Coller: LPs Seek to Add PE Managers to Portfolios, Reversing Consolidation Trend](#)

Buyouts, December 4, 2017

For the first time in several years, institutional limited partners are looking to add managers to their private equity portfolios. Coller Capital's recently released Global Private Equity Barometer says 40% of LPs the firm surveyed said they planned to increase the number of PE firms in their portfolios over the next three years.

[What Cryptocurrencies Mean for Venture Capital](#)

Venture Capital Journal, December 4, 2017

Venture capitalists are paying close attention to the volume of capital that has



AREA OF FOCUS

- Understanding job roles & functions



UNDERSTANDING JOB ROLES & FUNCTIONS : [VAULT](#)

- Descriptions of specific job functions and position responsibilities
- Inside scoop on what it is like to work in industries and companies MBAs prefer
- Day in the life and career path for particular role
- Use to supplement CPD resources like [Industry 101s and coaching](#)



UNDERSTANDING JOB ROLES & FUNCTIONS : VAULT

The screenshot shows the Vault website's navigation and content. The top navigation bar includes the Vault logo, links for 'Companies Internships Schools', a search bar, and a 'Sign In' button. A secondary navigation bar lists categories: 'PLUS', 'Law', 'Consulting', 'Banking', 'Accounting', 'Career Resources', 'Job Board', 'Guides', and 'Sign In'. The left sidebar contains 'Best Sellers' and 'INDUSTRY GUIDES' with a list of categories: Accounting, Advertising/Marketing, **Banking & Finance** (highlighted), Consulting, Energy, Hospitality, Insurance, IT & Engineering, Investment Management, Law, Media & Entertainment, Nonprofit, Other Industries, Pharma & Healthcare, and Real Estate. Below 'ADVICE GUIDES' are 'Interviewing' and 'Networking'. The main content area is titled 'Banking & Finance' and features a 'FEATURED BANKING & FINANCE' section with a 'NEW! Vault Guide to the Top 50 Banking Employers, 2018 Edition'. This section includes a book cover image, a description of the guide, a 'View Now!' button, and a note about digital availability. Below this is an 'ALL BANKING & FINANCE' section with three book listings: 'Vault Guide to Commercial Banking Jobs', 'Vault Career Guide to Commercial Banking', and 'Vault Career Guide to Investment Banking'. Each listing includes a book cover, a brief description, and the format (ePub). The third listing, 'Vault Guide to Finance Interviews, 9th Edition', is also visible.

Best Sellers

INDUSTRY GUIDES

- Accounting
- Advertising/Marketing
- Banking & Finance**
- Consulting
- Energy
- Hospitality
- Insurance
- IT & Engineering
- Investment Management
- Law
- Media & Entertainment
- Nonprofit
- Other Industries
- Pharma & Healthcare
- Real Estate

ADVICE GUIDES

- Interviewing
- Networking

Banking & Finance

FEATURED BANKING & FINANCE

NEW! Vault Guide to the Top 50 Banking Employers, 2018 Edition

The Vault Guide to the Top 50 Banking Employers rates more than 85 investment banking firms with significant operations in North America. Vault chose these firms based on previous Vault surveys that gauged opinions of industry insiders, as well as on various factual data, including annual...

Read on your computer, tablet, or smartphone. [Learn More](#)

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ALL BANKING & FINANCE

- Vault Guide to Commercial Banking Jobs**
The Vault Guides to Jobs series provides essential information about key careers and industries, with an...
Format: ePub
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If you've ever deposited money in a checking or savings account or taken out a loan toward buying a house or car, ...
Format: ePub
- Vault Career Guide to Investment Banking**
When businesses and governments need capital, they call on investment banks for help. Investment banks intermediate...
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