

Meet & Greet with Zachary Drake

Tuesday February 23, 2020 at 1:00pm ET/10:00am PT

Zachary Drake, MA Biography:

Zach is a Research Scientist at Thomson Reuters Special Services. He researches a variety of security problems and develops analytical tools for federal law enforcement agencies. Prior to working at Thomson Reuters, Zach worked for two premier consulting agencies: Deloitte Touche Tohmatsu Limited (known commonly as Deloitte) as a Government and Public Sector Strategy and Analytics Consultant and Booz Allen Hamilton as a Justice, Homeland Security, and Transportation Consultant. Zach also serves as an adjunct professor at American University and George Mason University, where he is currently pursuing his PhD in Criminology, Law, and Society. His primary interest is in advanced analytics and research methodologies, spatial understandings of crime including crime and place, individual mobility, and crime prevention design.

Zachary Drake Contact Information

Zach Drake, PhD

Senior Research Scientist, Thomson Reuters Special Services

zdrake@masonlive.gmu.edu

List of Consulting Firms

Bain & Company (known as 'Bain')
Deloitte Touche Tohmatsu Limited (known as 'Deloitte')
Booz-Allen Hamilton (known as 'Booz')
ICF (known as 'I-C-F')
Policy Research Associates (known as 'P-R-A')
KMPG International (known as 'K-P-M-G')
McKinsey & Company (known as 'mac' or McKinsey)
PricewaterhouseCoopers (known as 'PWC')
Ernst & Young (known as 'E-Y')
Boston Consulting Group (known as 'B-C-G')
Grant Thornton
Binder Dijker Otte Global (known as 'B-D-O')

Questions Asked during Meet & Greet

Consulting:

1. What brought you to the field of criminology?
2. Can you help us answer, "What is a consulting firm? What do they do?"
 - a. How does this differ by "industry" and "work" and "size"
 - i. Industry: Health v Financial/Auditing/Tax v Technology v Management etc
 - ii. Work: Public/Government work v Private Work
 - iii. Size: Big v medium v boutique
3. Generally speaking, why do folks head to consulting firms for work? What's their lure?

4. How do consultant firms get their contracts? Is it similar to the grant proposal process?
5. Who are the “clients” of consulting work?
6. What does research look like in a consulting firm? How does implementation fit into consulting work? Can you give us examples of your work or favorite projects?
7. What does your average day/week look like? Do you travel extensively?
8. From an employee experience, what do you believe consulting firms offer that perhaps other workspace do not? Or, cannot?
9. Can you talk about the benefits of being at a large consulting firm versus a smaller, more boutique (likely more specialized topic/problem matter) consulting organization?
10. What types of skills do students need to be successful in a consulting space? What does the pace of the work look like? What other things should students keep in mind about this space?
11. How does position/pay work? Is it temporary? Grant-, or contract-, driven? How do you secure continued positions etc?
 - a. From application to hire, what’s the interview process look like?

Current Work

12. You do traditional consulting for Reuters. Can you talk to us about how Reuters defines itself? And, can you talk to us a little bit about your work at Reuters?
 - a. What’s an example of a project you work on?
 - b. What does “research” look like there?
 - c. How do the spaces compare, e.g. culture, hours worked, pay type (salary v grant etc)?
 - d. Why types of skills do you need to be successful at Reuters?

Staying Active in Both Sandboxes

13. How do you manage teaching while working and being a student?
14. If students are interested in becoming an adjunct for their university or another local university, what’s the process look like? How might they do this while working or competing obligations?

Creating Your Own Consulting Firm

15. Okay okay, so, as though you don’t already do enough, you have your own consulting firm. Talk to us about why you started this and the type of work you do on the side.
16. What’s the benefits of doing individual consulting work? And, how can students get into this on their own?
17. What advice would you give for students if they were interested in starting their own consulting firm?