



Working at an economic consultancy – what to expect

Royal Holloway University

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Stimulating and dynamic work

Core skills on a day-to-day basis

Analytical

- Setting up the economic framework
- Use of quantitative techniques

Work management

- Prioritise tasks in order to deliver on schedule
- Ability to work in teams

Consulting

- Produce clear and accurate written work
- Communication with the clients

Focus on microeconomics...

What micro offers

- A framework to identify the key issues of our clients' problems and to understand
 - how markets work
 - how incentives play out (market design)
- Point towards the empirical exercises that need to be undertaken in order to answer the questions posed
- Tools (many times statistical) to answer these questions

COMMUNICATION is key...it's a consultancy business!!

Providing advise to firms, governments...



Bundesministerium
für Wirtschaft
und Technologie



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Bundesnetzagentur



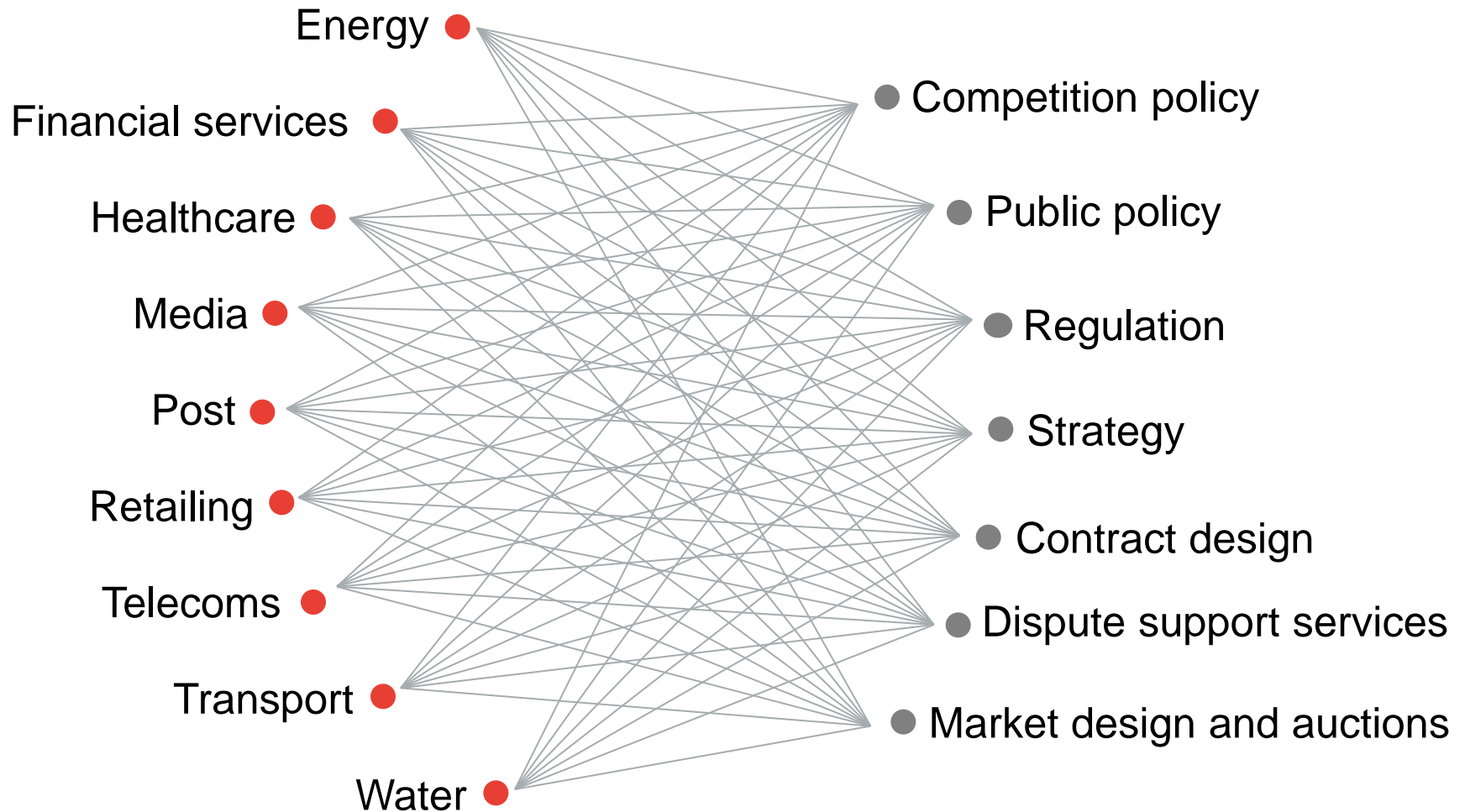
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... and public institutions

In different sectors and practice areas



Applying economics in high profile issues

Competition

- Mergers, market investigations and other competition cases across UK and worldwide

Energy & post

- Regulatory design
- Price controls

Telecoms

- Liberalisation of sector
- Mobile termination charges

Transport & Water

- Market power assessment
- Introduction of water trading scheme in UK

Public policy

- Health care reform
- Funding of museums, art galleries

Strategy

- Regulatory strategy of regulated businesses
- Advice to retailers on pricing and promotion strategies

Team working in a dynamic environment

Teams

No fixed teams
Project specific teams
assembled

Workload

Typically 2 or 3
projects at a time

Day agenda

Nature of work
determined by the
projects you are on

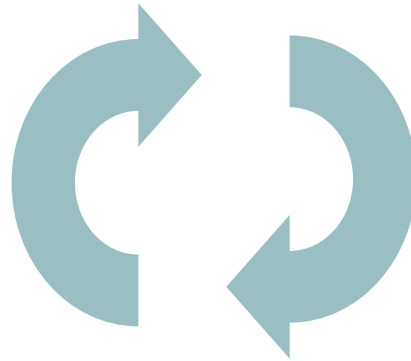
Workplace

Work in-house

Emphasis on career development...

Work across
practice
areas/issues

Core skills are
common across
projects



Ability to develop
specialist skills

Work and learn
from some of the
best economists
in their field

Applied / Technical
Panel data
econometrics

Theoretical
Auctions

Practice Area
Air transport

...and working environment



Flat hierarchichal structure



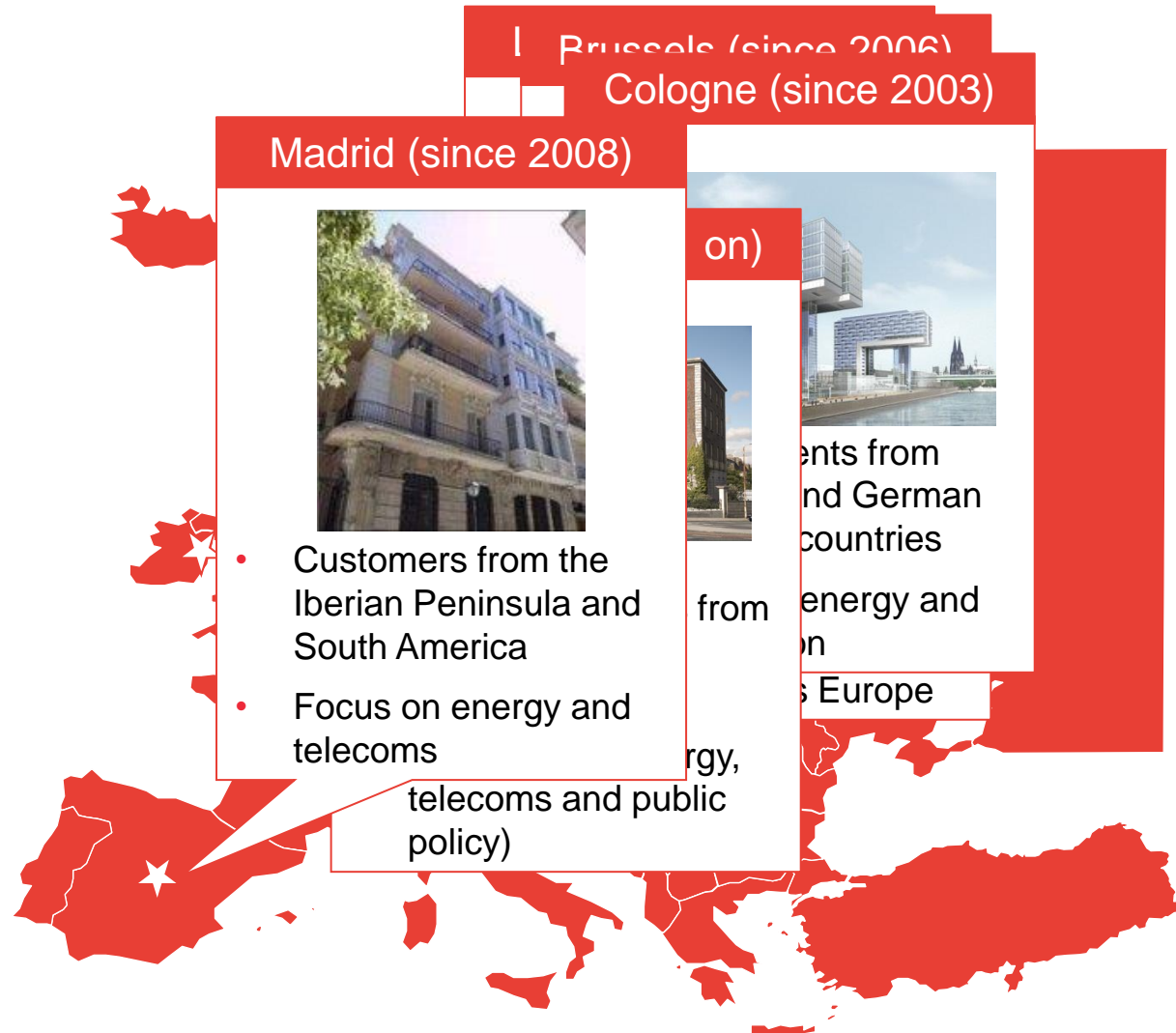
Open space workplace



Company-wide fun events



International dimension also attractive





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