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Mr. Speice

Reedy ISM I

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My First Interview

Assessment 6 - Interview

Name of Professional: Nicholas Caruso

Title: Turnaround & Reconstruction Consultant

Company: Alvarez & Marsal

Date of Interview: 10/8/18

Works Cited:

Tummalapalli, Sanjeet, and Nicholas Caruso. "Informational Interview." 8 Oct. 2018.

Assessment:

Previously, my research medium primarily consisted of academic journals, magazines, and articles, but fortunately, the opportunity to interview with a professional in the consulting encountered me. The interview allowed me to directly ask my questions to a professional in consulting that has had many years of experience and knowledge instead of maneuvering through a plethora of written resources.

My interview consisted of me asking Mr. Caruso, a Turnaround & Reconstruction Consultant at Alvarez & Marsal, ten questions about the consulting field and his career. He started out by explaining that in bankruptcy/turnaround reconstruction they talk to the

bankruptcy lawyers as well as the client and find out what will work best. This process can be short or long depending on the client and how big the issues are, but the needs of the client are always at the forefront of their daily tasks. This made it clear to me that the daily tasks of a consultant can vary from day to day, however, the tasks all share the common goal and priority, which is the needs of the client. Next, Mr. Caruso elucidated that when dealing with clients there are a few basic things that you need to do regardless of what client you are dealing with. You must establish a connection with the client and know the people and the company's background so that you can make a personalized solution, which was new to me because it means that when finding a successful solution, it will be something that appeals to the nature of the client's company and employees. Next, he explained that balancing the different needs of all parties involved, such as the bankruptcy court, the client, and your company's budget is one of the hardest aspects of consulting. This clarified that in order to be successful, I need to be able to cater to these needs in an efficient manner while understanding how my job can fit into the grand scheme of finding a solution. Mr. Caruso explained that in turnaround and reconstruction, there will always be companies that are going into bankruptcy, but the consulting field is very performance driven, so depending on how hard you work will result in your security. This showed me that from a market standpoint consulting is secure, because there will always be companies that are having issues and need outside parties to help solve them, in order to have job security I must be able to perform well.

While interviewing Mr. Caruso, it became clear to me that problem-solving is the foremost skill that I can possess as a consultant because I will never be encountered with an “easy” problem, there will always be variables. Furthermore, the key is taking a complex issue

and turning it into a simple solution and my interaction with the client is super important in selling my solution. Throughout the interview, Mr. Caruso reiterated that I shouldn't be afraid to ask questions, even if they feel basic, but I need to make sure that I can efficiently use the answers to come up with a successful solution. Similarly, Mr. Caruso emphasized that presentation skills are very important because I need to be able to prove that my solution is successful, and in order to do that I must be confident while speaking to the client.

In total, this interview was very successful for two main reasons: it provided me new insight about my prior knowledge in this field, and it gave me an opportunity to speak with a professional in the consulting field. Mr. Caruso was able to explain new information to me in a way that allowed me to make comparisons with my prior knowledge of this field, and eventually helped me garner a better understanding of consulting. Moreover, by speaking with a professional in consulting, I was able to gain new opinions, insight, and experience by interviewing and learning from Mr. Caruso.

[Interview Notes](#)