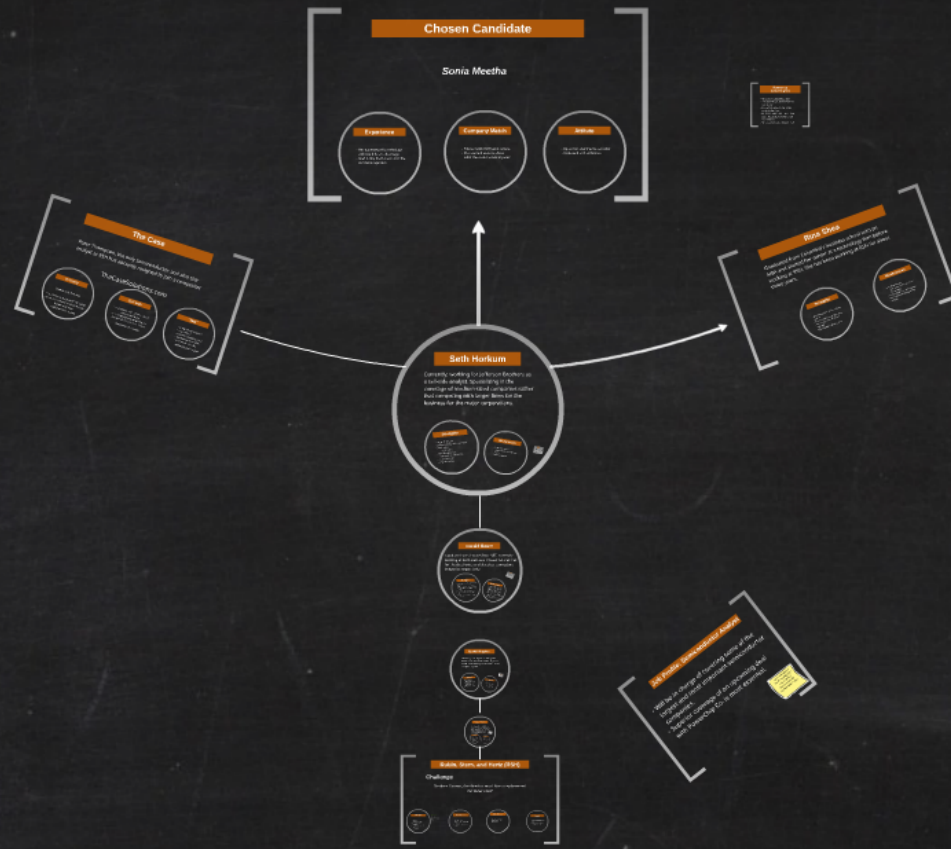


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Mike Mayo Takes on Citigroup (B)



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Based on Jim Harvey's speech structures

The Case

Peter Thompson, the only semiconductor and also star analyst at RSH has abruptly resigned to join a competitor

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Industry

Investment Banking

The ultimate purpose of research at an investment bank is to help move securities

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Sell-side

Conduct research, write in-depth reports and issue recommendations of whether to buy or sell or hold on to stocks

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"Star"

- Institutional Investor
- Top ranked
- Results, contacts, trust
- Communication skills
- Interpersonal skills

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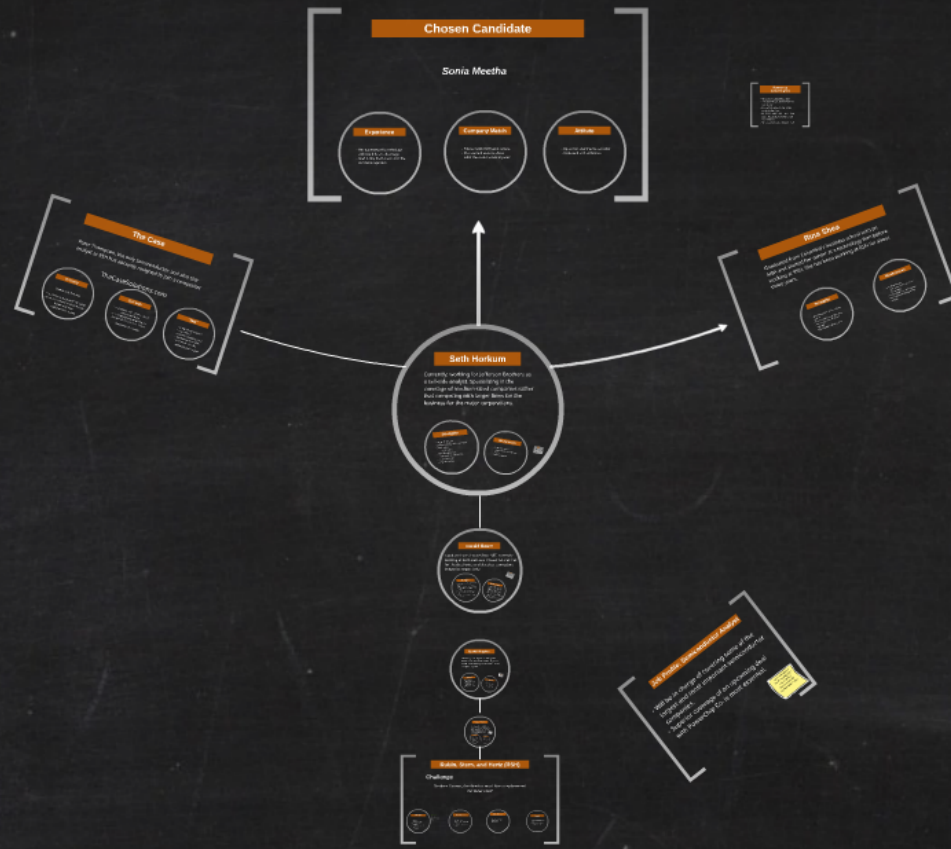
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Strengths

- She already knows the culture of RSH
- She is continuously improving
- Knowledgeable about the industry

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Sonia Meetha

Works at a small research boutique (Will, Harrison, and Smith). She is raising two young children and seems dedicated enough to juggle her career.

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Strengths

- Technical and sales background
- Knowledgeable about the industry
- Mentioned as 'up and coming' from II ranking
- Currently covers her franchise by herself, without any junior analysts assistance
- A global thinker

Weaknesses

- Experience in small firm (WSH)
- Inexperienced on the sell-side
- Not keen on travelling
- Difficulty in landing a job

Interview

Interviewer: Sonia, you're currently a Senior Analyst at Will, Harrison, and Smith. Can you tell me a bit about your role and what you do on a typical day?

Sonia: Sure, my role is to provide research and analysis on various companies and sectors. I typically start my day by checking the news and market movements, then I'll look at the reports of the companies that I'm covering. I'll also be in touch with the analysts in my team and the clients to provide them with the latest information.

Interviewer: How do you manage your time and prioritize your work?

Sonia: I use a combination of time management techniques. I'll start by identifying the most important tasks and then I'll work on them in order of priority. I'll also make sure to take breaks and to stay organized throughout the day.