Introduction to Dalberg Global Development Advisors

Our Mission
To mobilize effective responses to the world’s most pressing issues, in particular those which affect people in developing countries.

We are a mission-driven organization and we have a business model that ensures all organizations across the public, private, and non-governmental sectors can access our services.

Our staff combines top-tier management consulting experience with extensive on-the-ground field experience and a deep understanding of developing markets.
Our clients include...

...the public sector...

...NGOs and foundations...

...corporations and investors

Conducted over 600 engagements for 200 organizations since launch in 2001. 75% of clients retain us again.
We have a global presence

San Francisco
New York
Washington DC
Copenhagen
London
Geneva
Dakar
Mumbai
Nairobi
Johannesburg
Santiago
We bring private sector management consulting approaches to development

1. Structured problem-solving
   - Stakeholder actions will force compliance
   - Stakeholders are willing to collaborate with industry
   - Lessons from domestic experience will inform global expansion
   - Pre-emptive solutions can address water rights

2. Fact-based analysis
   - Stakeholders will act in ways that cultivate compliance risk
   - Policy makers will have incentive to legislate
   - New information will shape understanding of common ground
   - Stakeholders and the client are willing to compromise
   - Domestic characteristics can be compared to global situations
   - Comparisons are not distorted by exogenous factors

3. Technical expertise and experience
   - Access to Finance
   - Agriculture and Food Security
   - Conflict and Humanitarian Aid
   - Corporate
   - Education
   - Energy & Environment
   - Gender
   - Global Health
   - ICT and Mobile 4 Development
   - Inclusive Growth
   - Investment Advisory
   - Strategy and Performance

4. Organizational knowledge
Examples of our recent work

**Illustrative Projects**

**USA**
Over 100 engagements with multilateral agencies, non-governmental organizations, foundations and corporations

**Afghanistan**
Assessed the agricultural investment strategy of a major donor government

**Ghana and Mali**
Piloted World Bank governance framework for the mining sector

**Bosnia & Herzegovina**
Advised the government on post-war civil service training and administration reform

**Haiti**
Developed a long-term multi-sector strategy for a large donor government to support post-earthquake reconstruction

**Ghana and Mali**
Piloted World Bank governance framework for the mining sector

**Venezuela**
Advised a global pharmaceutical company on profitable growth in base of the pyramid sales

**Nigeria**
Supported “constructive interdependence” in a conflict-affected zone

**China**
Advised a development bank in setting up a regional clean energy focused investment fund

**Chile**
Assessed the global energy market and identified renewable energy prospects and impacts on Chilean energy policy

**Botswana**
Supported a US government agency to develop an investment fund for African social development

**Indonesia**
Reviewed the grassroots SME investment strategy of a development finance institution

**Australia**
Supported the planning, development and launch of a global health alliance for a government health agency

**Dalberg**
What we’re looking for

1. Professional services experience with a top management consulting firm
2. Experience living, studying, or working in a developing country
3. Academic credentials from a leading university
4. Entrepreneurial mindset and willingness to build our organization
5. Long-term commitment to raising living standards around the world
My path to Dalberg
Reflections on finding an international and impactful career

Pick an industry

- Social enterprise (e.g., Dalberg, Acumen, LGT, CGI, Gates)
- Finance
- Consulting
- Multi-national corporation
- Start-up

Find companies in your area of interest

- Make a list
- Check your network (LinkedIn)
- Write to HR

Network, network, network

- It’s a small world, use your network
- Talk to alumni
- Attend events
- Subscribe to newsletters and distribution lists

Consider fellowships or grants

- Acumen Fellows, LGT iCats, Kiva Fellows, Echoing Green, MBA Enterprise Corps
- University grants for independent projects
Use your MBA program to get a head start

- **Classes**
  - Build your core business skills
  - Take any international business classes you can
  - Explore classes outside the MBA for broader perspective

- **Project Opportunities**
  - Work with companies overseas
  - Incorporate social enterprise or base of the pyramid projects

- **Clubs**
  - Participate in regional clubs
  - Consulting club (ace the case)
  - Net Impact or other impact-oriented business clubs

- **Travel / Study Abroad**
  - Semester abroad
  - Job treks
  - Study tours
A few other perspectives

Stay on top of the issues

Consider language

If you know it, use it

If not, think about what regions and industries are a best fit

Make an effort to learn some basic ex-pat words
Questions to ask yourself

• What issues am I most passionate about?
• What companies/organizations are operating in the space I’m interested in?
• What skills and experiences can I leverage?
• What skills and experiences should I build?
• How far (geographically) am I willing to go? How far will my family go?
• How much risk can I take? How much financial sacrifice am I willing to make?