

JUNIOR
CONSULTING
SCIENCES PO



OUR SERVICES AT JUNIOR CONSULTING

SURVEYS

Qualitative surveys : by phone or face-to-face | Quantitative surveys : by phone, email, face-to-face or online | Focus groups : in person or online | Public policy impact audit.

EXPANSION OF YOUR BUSINESS

Assistance in finding partnerships | Assistance in finding funding | Business plan implementation | Strategic recommendations.

STUDIES

Market research | Sectoral studies | Field studies | Popularity and awareness studies | Consumer insight | Competitive benchmark : in-depth analysis of competitors' strategy implementation.

DEVELOPMENT OF YOUR COMMUNICATION

Analysis and strategic recommendations | Market studies | Sectoral analyses | Writing press articles | Writing communication articles | Writing newsletters | Development of communication materials.

SUPPORT IN THE DEPLOYMENT OF A CSR STRATEGY

CSR strategy audit | Drafting of CSR charters | Assistance with the implementation of CSR strategies | Governance processes | CSR status benchmark.

SUBCONTRACTING

Documentary research | Organization of conferences & round tables | Translation.

JUNIOR CONSULTING IN NUMBERS

+40

years of experience

31

permanent members

60

missions per year on average

€280,000

average yearly revenue

TAILORED SUPPORT

1

Immediate
contact

2

Intervention within
48 hours

3

Planning and
objectives approval

4

Student recruitment
and project launch

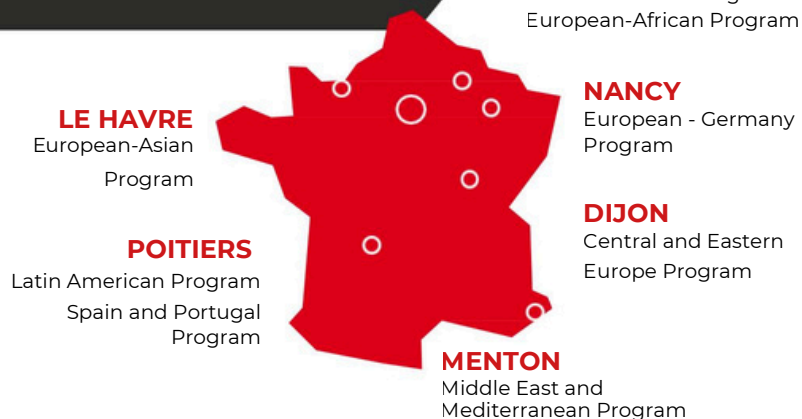
OUR EXPERTISE

FINANCE	CREATIVE INDUSTRIES & COMMUNICATION
CONSULTING	PUBLIC POLICY – ADMINISTRATION
ENERGIES	PUBLIC POLICY – CULTURE
INFRASTRUCTURE	PUBLIC POLICY - HEALTH
ECOLOGICAL TRANSITION	INTERNATIONAL POLICY
HUMAN RESOURCES	JOURNALISM

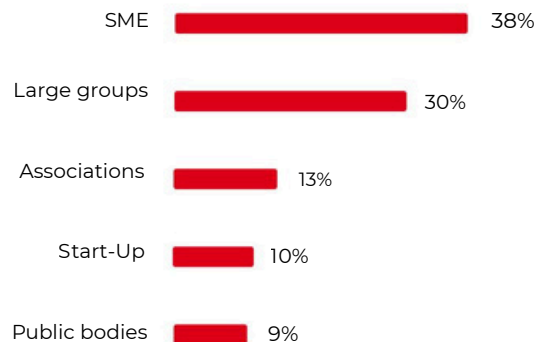
OUR CLIENTS



A NETWORK OF 14,000 STUDENTS
REPRESENTING 150 COUNTRIES



CLIENT DISTRIBUTION IN % OF THE NUMBER OF MISSIONS



JUNIOR CONSULTING SCIENCES PO FINANCIAL EXPERTISE

JCSP supports economic players in carrying out missions with high financial and strategic impact.

A UNIQUE MASTER

FINANCE AND STRATEGY

This master's degree trains our students in financial valuation, accounting and financial analysis techniques.

Learning is structured around a multidisciplinary approach of excellence in management and in human and social sciences.

JCSP members prepare for responsibilities within financial institutions at the heart of tomorrow's economic challenges.

PRACTICAL AND DEMANDING TEACHINGS

Mergers and acquisitions

Private Equity

Financial Analysis

Corporate Finance

Financial Modeling

Valuation

Financial Markets

A CONSTANT EXPOSURE TO BUSINESS CHALLENGES

The Master is supported and supervised by world leaders in the financial sector: Lazard, Rothschild, BNP Paribas and AXA.

OUR MISSIONS

AUDIT



French railway company

NEED Carry out the audit of the Resources Manager position.

SOLUTION JCSP conducted an audit of this cost item in 3 stations in Ile de France.

Development of a methodology adapted to the role of the concerned industry

Field study and analysis of the data provided by the client

Summary of observations and recommendations

FINANCIAL ANALYSIS



World leader in the banking sector

NEED Study of the Italian FinTech market.

SOLUTION JCSP designed and conducted a financial study and presented its recommendations.



World leader in strategy consulting

NEED Study on the consolidation of telecommunications companies in Europe

SOLUTION JCSP designed and conducted a qualitative financial and strategic study and presented its recommendations.

AUDIT

VALUATION

FINANCIAL
ANALYSIS

MARKET
ANALYSIS

POSITIONING
ANALYSIS

STRATEGIC
PLANNING

JUNIOR CONSULTING SCIENCES PO CONSULTING EXPERTISE

JCSP supports consulting firms in their activities by being a preferred partner for the outsourcing of their missions.

TWO COMPLEMENTARY MASTERS

FINANCE AND STRATEGY INTERNATIONAL MANAGEMENT

Sciences Po trains our students in sector analysis, international strategy, growth policies, market analysis and business planning.

Learning integrates the issues of ecological and digital transition, as well as inclusive growth. It is influenced by the human and social sciences.

PRACTICAL AND DEMANDING TEACHINGS

Innovation management
Technology Impact
Circular Economy
Introduction to Consulting Professions
Transformation Management
Business strategy
Emerging markets

A CONSTANT EXPOSURE TO BUSINESS CHALLENGES

The Masters are accompanied and supported by world leaders in the consulting sector: PWC, Deloitte, EY and KPMG.

The members of JCSP are working at McKinsey, Roland Berger, Bain & Company or BCG.

OUR MISSIONS

STRATEGY



World leader in strategy consulting

NEED

A strategic study of telecommunications companies in Europe.

SOLUTION

JSCP conducted a sector analysis and made recommendations.



Development of a methodology in conjunction with the client



Market research and analysis of sector data



Summary of observations and recommendations

MARKET RESEARCH



World leader in strategy consulting

NEED

Study of the cosmetics market in Europe.

SOLUTION

JCSP designed and conducted a qualitative strategic study and presented its recommendations.

GDPR



Transformation and innovation consulting firm

NEED

Lead a GDPR mission with a global investment bank.

SOLUTION

JCSP worked closely with the firm to establish processing logs and impact analyses.

INNOVATION

COMMUNICATION

GDPR

MARKET
ANALYSIS

POSITIONING
ANALYSIS

STRATEGIC
PLANNING

JUNIOR CONSULTING SCIENCES PO ENERGY EXPERTISE

JCSP supports energy players in carrying out high-impact missions.

TWO UNIQUE MASTERS

INTERNATIONAL ENERGY

PUBLIC AFFAIRS – ENERGY, ENVIRONMENT AND SUSTAINABILITY

These masters train our students in strategic and operational professions in the energy sector. They allow them to acquire a global understanding of energy issues through a variety of disciplines and energy sources studied.

PRACTICAL AND DEMANDING TEACHINGS

Energy Landscape Analysis

Network Energies : The Economics, Politics and

Regulation of Natural Gas and Electricity

Oil and Gas Upstream Industry: Business, Strategy and Finance

Nuclear Energy Fundamentals

Decarbonization and renewable energy sources

A CONTANT EXPOSURE TO BUSINESS CHALLENGES

The JCSP members work at AREVA, EDF, IFP Énergies nouvelles, RTE or within the International Energy Agency.

OUR MISSIONS

PROCESS GOVERNANCE



French leader of electricity distribution networks

NEED

Reorganize its internal processes to respond effectively to the new French regional division

SOLUTION

JCSP updated the database and produced several monographs on the decentralization of energy skills to the 12 new regions of France.

COMPARATIVE STUDIES



French leader of electricity production

NEED

Understanding the role that the main nuclear authorities will be called upon to play over the coming years.

SOLUTION

JCSP conducted a comparative study and analyzed the main nuclear authorities in the world.



A French leader in water services and sanitation

NEED

Develop an offer around Energy Recovery, particularly for communities.

SOLUTION

JCSP carried out a synthetic market study of PCAETs of public inter-municipal cooperation establishments.

GOVERNANCE
PROCESSES

DOCUMENT
WRITING AND
TRANSLATIONS

CONSUMER
INSIGHTS

BENCHMARK

POSITIONING

STRATEGIC
INTELLIGENCE

JUNIOR CONSULTING SCIENCES PO INFRASTRUCTURE EXPERTISE

JCSP supports collective work stakeholders in carrying out high-impact missions.

A UNIQUE MASTER

TERRITORIAL AND URBAN STRATEGIES

This master's degree trains our students in strategic and operational professions in cities and regions.

They learn to articulate varied territorial scales, diverse actors (public and private), multidisciplinary knowledge applied to the challenges of cities and territories as well as multiple technical tools.

PRACTICAL AND DEMANDING TEACHINGS

Economics of technical networks
Development management
Urban and regional passenger transport
Urban renewal of complex developments
Integrate the facilities

A CONSTANT EXPOSURE TO BUSINESS CHALLENGES

The Master is accompanied and supported by very diverse collective work partner structures: Agence Française de Développement (AFD), Nexity, RTE or SNCF.

OUR MISSIONS

TERRITORIAL STUDY



An infrastructure concessionaire

NEED Deepen your knowledge of local transport initiatives on your network.

SOLUTION JCSP produced a summary presenting the organization of the community, existing transport networks and current or future projects.

CONSUMER INSIGHT



A parking service company

NEED To better understand the specificities of the demand in the parking sector when launching a digital parking service.

SOLUTION JCSP designed and conducted a field study and presented its recommendations.



A French real estate company

NEED Understanding companies' perceptions on the topic of building reversibility.

SOLUTION JCSP designed and conducted an opinion study and presented its recommendations.



Development of an interview guide and questionnaires to distribute



Field study and analysis of the data provided by the client



Summary of observations and recommendations

CONSUMER INSIGHT

PERFORMANCE DIAGNOSIS

BENCHMARK

TERRITORIAL STUDY

JUNIOR CONSULTING SCIENCES PO SUSTAINABLE TRANSITION EXPERTISE

JCSP supports economic players in their ecological transition towards a sustainable economy.

A MASTERS ALIGNED WITH THE CHALLENGES

INTERNATIONAL MANAGEMENT & SUSTAINABILITY

A unique training in strategy and management anchored in responding to the challenges of sustainable development.

Our students design the management of tomorrow in light of the challenges of the private sector in environmental matters, to move towards models of responsible leadership.

PRACTICAL AND DEMANDING TEACHINGS

- New Business Models of the Inclusive Economy
- Understanding International Project Finance
- Environmental limits, innovation and sufficiency oriented business models
- Corporate Strategy and Social Impact: an Applied Analysis
- Circular Economy Strategies and Finance

A CONSTANT EXPOSURE TO SUSTAINABILITY CHALLENGES

The Master is supported by the European Chair for Sustainable Development and Climate Transition, supported by Hermès.
The JCSP members work at Deloitte, Suez, Hermès, L'Oréal.

OUR MISSIONS

COMPLIANCE STUDY



French start-up specializing in the production of sustainable containers

NEED

Obtain the Efficient Solution Label from the Solar Impulse Foundation to certify the quality of its products.

SOLUTION

JCSP conducted a market study to collect the necessary data to improve the chances of obtaining the Efficient Solution Label.



Target market study and benchmark



Development and distribution of questionnaires



Analysis of the results, summary and recommendations

GOVERNANCE PROCESSES



French leader in renewable energies

NEED

Development of the Solar Plan database aimed at increasing the number of photovoltaic solar installations between 2020 and 2035.

SOLUTION

JCSP has updated 48 projects in the database to improve the completeness of the data and additional information to refine the references.



SME specializing in urine recycling

NEED

Establish an action plan to promote the project among public institutions and position itself as a substitute for treatment plants in urine recycling.

SOLUTION

JCSP mapped the drinking water treatment decision-making process and established a policy outreach plan.

DRAFTING OF ENVIRONMENTAL CHARTERS

CSR ACTION REVIEW

PROCESS GOVERNANCE – COMPLIANCE STUDIES

CSR STRATEGY BENCHMARK

JUNIOR CONSULTING SCIENCES PO HUMAN RESOURCE EXPERTISE

JCSP supports human resources players in carrying out high-impact missions.

A UNIQUE MASTER

HUMAN RESOURCE MANAGEMENT AND ORGANISATION

Training that combines in-depth knowledge of organisational and management sciences with a multidisciplinary approach to the social sciences

Our students bring a 360° vision to human resources issues - uniting sociology, psychology and labor law.

PRACTICAL AND DEMANDING TEACHINGS

Labor Market Economics

HR innovation & collective intelligence

Contemporary challenges of social relations

Quantitative and analytical HR methods

Talent Acquisition

Sociological survey: work situations and organizational diagnosis

A CONSTANT EXPOSURE TO BUSINESS CHALLENGES

The Master is supported by the HR departments of large private companies, including Sony and McKinsey.

The speakers work as HRDs and CPOs.

OUR MISSIONS

RECRUITER TARGETING STUDY

TBWA Corporate

Communication world leader

NEED

Knowing and understanding the aspirations of young graduates in Germany and Poland.

SOLUTION

JCSP conducted quantitative and qualitative research and synthesized its research into a strategic note.

Global Conseil
CORPORATE

French communication
consulting agency

NEED

To know and understand the expectations of Sciences Po students with regard to different forms of business.

SOLUTION

JCSP conducted a qualitative study with a focus group of around ten students.



Development of an interview guide and conduction of interviews (focus group)



Data analysis and expectations classification



Written summary of the main observations

MAPPING OF A CANDIDATE'S PATH

TBWA Corporate

Communication world leader

NEED

Understanding the candidate journey on the website of a large commercial real estate company.

SOLUTION

JCSP mapped the candidate journey, identified the pinpoints and offered its recommendations.

RECRUITER
TARGETING
STUDY

HR PROCESSES
ANALYSIS

SETTING UP
RECRUITMENT
PROCEDURES

JUNIOR CONSULTING SCIENCES PO LUXURY EXPERTISE

JCSP supports players in the luxury industry in carrying out high-impact missions.

A UNIQUE MASTER

NEW LUXURY & ART OF LIVING

The alliance of fundamental training in Luxury Marketing with a unique multidisciplinary perspective.

Our students design the luxury of tomorrow –one that rethinks economic models in light of the ecological, digital and cultural upheavals that affect customers and their relationship with brands.

PRACTICAL AND DEMANDING TEACHINGS

Market Research: AToolbox to generate powerful Customers Insights in the Luxury Industry

Supply Chain Sustainability: aWind of Change in Luxury Sector

Luxury Retail and Omnichannel Management

History and Sociology of Luxury and Fashion

A CONSTANT EXPOSURE TO BUSINESS CHALLENGES

The Master is accompanied and supported by world leaders in luxury: Chanel, Richemont and LVMH.

The JCSP members work at the Federation of Haute Couture and Fashion, at L'Oréal, or Condénast.

OUR MISSIONS

CONSUMER INSIGHT



French leather goods house

NEED

Know and understand the needs, uses and expectations of women for small leather goods.

SOLUTION

JCSP conducted a qualitative field study with a sample of 150 women.



Development of an interview guide and conduction of interviews



Data analysis and creation of client personas



Summary of observations and recommendations

RETAIL EXPERIENCE



American Beauty Leader

NEED

Qualitatively and quantitatively measure the traffic in the Parisian boutique network.

SOLUTION

JCSP designed and conducted a field study and presented its recommendations



The Perfume Division of a Luxury Brand

NEED

Understanding the customer journey in the stands of Parisian department stores.

SOLUTION

JCSP designed and conducted a qualitative field study, a flow count, and presented its recommendations.

CONSUMER INSIGHT	RETAIL EXPERIENCE	BUSINESS PLAN
BENCHMARK	POSITIONING STUDY	COMMUNICATION PLAN

JUNIOR CONSULTING SCIENCES PO CREATIVE INDUSTRIES & COMMUNICATION EXPERTISE

JCSP supports private and public stakeholders in carrying out communication or creation missions.

OUR MISSIONS

A UNIQUE MASTER

COMMUNICATION, MEDIA AND CREATIVE INDUSTRIES

Advanced training in agency, communications management and creative professions.

Our students approach communication and creation in the light of technological and societal developments, thanks to fundamental training in social sciences and a unique multidisciplinary approach.

PRACTICAL AND DEMANDING TEACHINGS

From digital transformation to digital acceleration

Design for data visualisation
Creativity and innovation put to the test in hostile environments

Media New Formula: How to Engage with audience in the Digital Age

A CONSTANT EXPOSURE TO BUSINESS CHALLENGES

The Master is supported by world leaders in communication and creative industries: Endemol, TBWA, Universal, L'Oréal.

The JCSP members work at Google, Sony, Havas and Canal+.

SOCIAL MEDIA BENCHMARK



Communication agency

NEED

Understanding on which digital media a Franco-German television channel should promote a new program.

SOLUTION

JCSP has carried out a mapping of the social and digital ecosystem of the channel.



Identification of an exhaustive list of the channel's verticals



Mapping



Drafting of a summary and recommendations

COMMUNICATION PLAN



Public authority

NEED

Establish a communication plan for the launch of an advertising campaign in Ile-de-France

SOLUTION

JCSP designed and implemented a communication and content writing strategy.



National mail service network

NEED

Establish a deep customer relationship and enrich your customer service through the implementation of targeted communication.

SOLUTION

JCSP designed and implemented a communications plan as well as the production of communications materials.

CONSUMER
INSIGHT

SUPPORT
CREATION

BUSINESS
PLAN

BENCHMARK

POSITIONING
STRATEGY

COMMUNICATIONS
PLANNING

JUNIOR CONSULTING SCIENCES PO PUBLIC CULTURE EXPERTISE

JCSP supports public and private stakeholders in carrying out missions related to the field of culture.

A UNIQUE MASTER

PUBLIC POLICY - CULTURE SPECIALTY

This master's degree trains our students in the administration of cultural institutions, the management of cultural projects and the management of cultural policies.

The training combines a generalist and multidisciplinary approach to the cultural industry with specific training in the tools and issues of each sector.

PRACTICAL AND DEMANDING TEACHINGS

- History and challenges of cultural industries
- Management of cultural institutions
- Digital for Culture
- Culture and lobbying
- Marketing of cultural institutions
- Financing of the culture

A CONSTANT EXPOSURE TO CULTURAL ISSUES

The Master is supported by various partner structures: ADP, AFD, National Assembly, UN, and Ministries.

The JCSP members are based at UNESCO, at the Directorate of Cultural Affairs of the City of Paris, or at the Louvre Museum.

OUR MISSIONS

ORGANIZATION OF COLLOQUIUMS & ROUND TABLES



French ministry of Culture

- | | |
|----------|---|
| NEED | Transcription and summary of a conference on employment in the cultural sector. |
| SOLUTION | JCSP transcribed, synthesized and collected feedback on the conference. |

CUSTOMER INSIGHT



Startup specializing in AI at the service of culture

- | | |
|----------|---|
| NEED | Evaluate the impact of the AskMona chatbot in accessing user culture. |
| SOLUTION | JCSP designed and conducted an impact study of the project led by AskMona |



A national theatre

- | | |
|----------|--|
| NEED | Better understand the needs and feedback of viewers. |
| SOLUTION | JCSP designed and conducted a customer satisfaction study. |

- | | | |
|---|--|---|
| Development and diffusion of satisfaction questionnaires. | Quantitative and qualitative analysis of the questionnaires. | Summary of the observations and recommendations |
|---|--|---|

CUSTOMER INSIGHT	ORGANIZATION OF COLLOQUIUMS & ROUND TABLES	EVALUATION OF PUBLIC POLICIES
FIELD STUDY	SOCIAL IMPACT AUDIT	INSTITUTIONAL PARTNERSHIPS AND FUNDING RESEARCH

JUNIOR CONSULTING SCIENCES PO PUBLIC HEALTH EXPERTISE

JCSP supports players in the health industry and public health organizations in carrying out high-impact missions.

A UNIQUE MASTER

PUBLIC AFFAIRS – HEALTH SPECIALTY

The Master's degree offers our students a multidisciplinary approach to the challenges of public health policies, ranging from prevention to the regulation of healthcare provision, including technological innovations, crisis management, system financing, social protection and ethical issues.

PRACTICAL AND DEMANDING TEACHINGS

- Health law
- Health Economics
- Health systems and policies
- Health products industry
- Management of healthcare establishments
- Management of public and private entities
- Inter-ministerial management of the Covid-19 crisis

A CONSTANT EXPOSURE TO HEALTH ISSUES

The knowledge and skills acquired enable students to respond to professionals in health administration, public and private hospital organizations, health industries, health agencies and administrations.

OUR MISSIONS



NEED

Liberal doctors association

Know and understand the state and progress of e-health in France.



SOLUTION

JCSP carried out a qualitative and quantitative study and then wrote a report.



Development of an interview guide and conduction of interviews



Data analysis and research



Written summary of observations



NEED

Competitive cluster for innovative health technologies

Understand and anticipate developments in the professional branches of the health sector in France.



SOLUTION

JCSP carried out a prospective study of professions and qualifications in the health sector.



MARKET ANALYSIS

Individual doctor

Measuring the viability of a hospital hotel project near around a hundred public and private hospitals.



SOLUTION

JCSP carried out a market study and a forecast budget.



MARKET ANALYSIS

EXPERTISE REPORTS

PUBLIC POLICY EVALUATION



SECTORAL ANALYSIS

POLICY BRIEFS

FIELD STUDY

JUNIOR CONSULTING SCIENCES PO INTERNATIONAL PUBLIC POLICY EXPERTISE

JCSP supports public, private and thinktank stakeholders in carrying out missions with international scope.



OUR MISSIONS

A UNIQUE TRAINING

SCHOOL OF INTERNATIONAL AFFAIRS

The Masters at the School of International Affairs train our students for positions of responsibility on aglobal scale.

With astudent body of 110 nationalities, the School provides teaching combining concrete case studies and advanced political science theories.

6 CAMPUSES WITH GEOGRAPHICAL EXPERTISE

- Dijon: Central and Eastern Europe
- Nancy: Western Europe and Germany
- Le Havre: Asia
- Menton: Middle East
- Poitiers: Latin America
- Reims: Africa and North America

A WIDE RANGE OF SPECIALTIES

- International Management and Sustainability
- International Security
- International Governance and Diplomacy
- International Economic Policy
- International Development
- Human Rights and Humanitarian Action
- Environmental Policy International Energy

DATA ANALYSIS

TACTIS

Territorial digital planning leader

NEED	Deepen your knowledge of innovative projects in different sectors in Africa.
SOLUTION	JCSP has carried out sourcing of innovative projects on the African continent.

BENCHMARK

g+(europe)

Public affairs consulting agency

NEED	Support its work with a daily press review of political and economic news written in English.
SOLUTION	JCSP designed and conducted daily monitoring and analysis of political and economic news.

FLEISHMAN HILLARD

Public relations firm

NEED	Compare and evaluate the criteria for observation of elections in different countries by international organizations.
SOLUTION	JCSP designed and conducted a comparative analysis of the criteria and presented areport.



STRATEGIC INTELLIGENCE	ORGANIZATION OF COLLOQUIUMS & ROUND TABLES	BENCHMARK
CONTENT WRITING	REGULATORY FRAME STUDIES	SURVEYS

JUNIOR CONSULTING SCIENCES PO JOURNALISM EXPERTISE

JCSP supports players specializing in content writing in carrying out missions combining critical thinking and stylistic elegance.

A UNIQUE MASTER

JOURNALISM

This highly selective master's degree trains our students in current issues while sharpening their critical thinking.

Learning revolves around the production of high-quality content on a variety of media such as print media, television, radio and the internet.

JCSP members prepare for responsibilities within the media at the heart of reflections on the future of journalism.

PRACTICAL AND DEMANDING TEACHINGS

- Writing and Editing
- Press reviews and stories from angles
- Search and verify information
- Spreadsheets, data and visualization
- Technical workshops for sound, video and image editing

A CONSTANT EXPOSURE TO BUSINESS CHALLENGES

The Master is supported and assisted by national leaders in the journalism sector: France Télévisions, Radio France, AFP. The JCSP members are based in the most prestigious editorial offices: Le Monde, Les Echos, Télérama, TFI, France 24, France Télévisions, BFM TV.

OUR DOUBLE DEGREES & MISSIONS

FIELD STUDY

Private TV channel

CANAL+

- NEED** Take stock of the "television" segment and conduct a global market study.
- SOLUTION** JCSP conducted a field survey to provide a concrete vision of television consumption.



Development of a methodology adapted to the market's needs



Field study and data analysis



Summary of observations and recommendations

FOCUS: DOUBLE DEGREES OF EXCELLENCE

COLUMBIA UNIVERSITY & SCIENCES PO

Since 2008, this highly selective bilingual double master's degree (10 students per year) has trained our students in the standards of French, European and Anglo-Saxon media.

DOUBLE MASTER JOURNALISM & INTERNATIONAL AFFAIRS

Since 2011, this joint master's degree has offered a dual level of requirement by combining the ambitions of the international affairs school curriculum with those of the journalism school.

GENERIC CONTENT CREATION	REPORTS	DATA JOURNALISM
SPECIALISED CONTENT CREATION	SURVEYS	INFOGRAPHICS

Tailor-made expertise from
Science Po students



JUNIOR CONSULTING
SciencesPo

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OUR PARTNERS

