

Sloan LGBT

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David Erne, a Senior Associate at Booz Allen and also a competition judge.

The competition itself had a unique, two-round format. The first round featured six competitors, the second round, only two – MIT Sloan and Georgetown. The Sloan team had high expectations, but could feel the pressure as it prepared for its final delivery. Unlike other teams, everyone on the Sloan team contributed, both in presentation and question and answer. Alyse masterfully fielded a complex, two-part question from the judges; Eric Hanover narrated a broad, end-to-end strategy, Eric Silverberg came out swinging against the activist group and its claims of support; and Tom's comfortable yet confident delivery opened and closed the case. Judges later commented that the Sloan team worked the best together out of any team in the competition.

Judges did express surprise, however, that the MIT Sloan presentation was the most qualitative of any of the recommendations. While other groups attempted

complex cost/benefit analyses, the Sloan team instead relied on a visualization that only Sloan does right: a System Dynamics Loop. Judges commented that they didn't originally believe this work was original because of its high quality, and that the dynamical thinking of the Sloan team helped seal the victory. According to Erne, "The competition this year was very close, but the judges found the MIT Sloan team had the best analysis of the situation and presented their approach in the most compelling way."

In addition to the competition, the Sloan team enjoyed a variety of panel discussions on LGBT issues and MBA career options, comedy from Margaret Cho, an inspirational speech from the CEO of Viacom's Logo network, and an array of cocktail parties and happy hours sponsored by banks, high-tech companies, and consulting firms.

Eric, Tom, Alyse and Eric are proud to have represented MIT Sloan and the SloanLGBT club. The team hopes that this victory will help spread the renown and awareness of MIT Sloan as a supportive and successful place for LGBT MBAs.

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