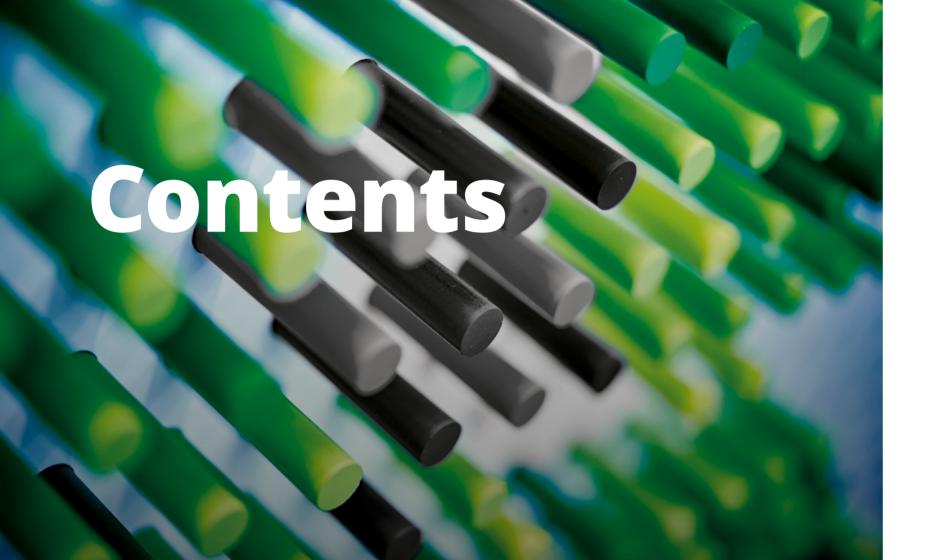
### Deloitte.

solvers. The challengers. Those The ones who see simplicity in complexity. and bright solutions in hig ideas. This ones. The brave ones. The inspired ones. The ones who ask themselves will up u make

### For the curious

Graduate & Undergraduate opportunities





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We're one of the largest professional services firms in the world, with all of the opportunities for development and progression this brings. But more than this, we're a firm of problem solvers. We think boldly, act commercially and make decisions based on the difference we'll make for clients, colleagues and the wider community. What unites us is our hunger for brilliant solutions – the kind that make an impact that matters.

If you share our ambition, we can offer you the chance to work with the best minds in the industry, guidance from inspirational and supportive mentors, and every opportunity to grow and progress. You'll benefit from tailored

learning and development, feel respected for your individuality and well rewarded for your contribution. And with offices across the UK, each with a global, multi-industry portfolio of clients, you'll soon discover for yourself why Deloitte, really is, for the curious.

Discover more at deloitte.co.uk/graduates

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15,000+

Deloitte UK people in FY16



BIG4

We're one of the Big 4 professional services firms



150+

Countries and territories where we deliver our services





Deloitte is an intellectual meritocracy. That means it's skill, not years served, that determines your progression. As a business, we recognise the importance of diversity in all its forms. We match our people to our clients and no two clients are the same. That's why we look for different people with different ways of thinking and skills that are relevant, but not typical. It's this kaleidoscope of personalities, working together, that makes our business successful. It's the people with their own personal brands who can, and do, make an impact."

Peter McCloskey

Director, Consulting



At Deloitte, innovation isn't reserved purely for our technology teams. It's inherent in all we do. As a firm of thinkers, we're constantly coming up with ways to challenge the now and invent the new, through the services we offer our clients and the way our people work. We operate in a commercial world that is constantly changing. So to stay ahead, we do the same, ensuring that as the world advances and our business grows, our people and their skills do too.



Before joining Deloitte, I didn't appreciate the scale of the projects I'd work on or the size of the clients I'd work with. I also didn't expect to be working for such an innovative business. It's not just creativity in the way we approach our work, but in the way we approach our people. Deloitte want us to be the best, and they're always finding new ways of enabling this, giving us the tools to develop independently. Every day is different, not just because every project or client is different but because, as a business, we apply yesterday's learnings to today."

Judith Wilson Analyst, Consulting





I had no idea just how big, and how influential the firm is, until I joined it.

Deloitte always do the right thing for their clients, but what's nice is that they try to do the right thing for society too. I've made an impact professionally by getting to work on a project led by the Chief Financial Officer of the entire organisation. And I've made an impact personally by getting to help out in the local community as part of our company volunteering scheme. It feels good to know I'm not just working for a key player within the business world, but outside of it too."

Maria Powell Consultant, Tax





### For the fulfilment

Encouraged to innovate and empowered to take ownership, you'll have every chance to shape your own career and even the business world.



### For the experience

You'll tackle live challenges from the outset. As your responsibilities grow and expand, so too will your confidence and skills.



### For the training

It starts with a comprehensive induction and continues throughout your career with us, shaped by your own ambitions and motivations.



### For the connections

We'll encourage you to make the most of our collegiate environment, developing your contacts and building lifelong relationships.



### For the development

This isn't a job. This is a career. So we'll help you progress, whether it's gaining professional qualifications or learning from experts.



### For the recognition

High performers get some great rewards. We're a meritocratic organisation where progress is built on achievement not on time served.



eal responsibility will be yours very early on s you help to provide best-in-class guidance cross our full range of services. You'll start by earning from senior members of your team, uilding your knowledge and confidence as ou gain exposure to a range of clients and ectors. You'll then immerse yourself in your lients' world, building strong relationships s you work alongside them.

They'll look to you for business-changing advice and intelligent insights on a range of strategic and financial issues, and you'll deliver, adding real value and growing genuine trust. Soon, you'll even be supervising your own teams, helping to accelerate their careers and yours.

### The personal challenge

Delivering high quality at a fast pace takes someone with a love of detail and a desire to be challenged. You'll need to be confident communicator; we we very closely with our clients. And as you'll quickly be coachin junior colleagues, you'll need to be a natural leader too.



Analytical



Focused



Resilient



You'll be given real responsibility and work on live assignments from day one. At first, you'll produce key analysis and reports for your more experienced colleagues, and work on client projects as part of a multi-disciplinary team. Soon, you'll also be involved in client proposals and workshops, whilst you get to grips with the latest models, tools and frameworks.

This is your opportunity to work across departments, on overseas assignments, and with exceptional business leaders, as a truly valued team member. All as you hone your commercial skills, knowledge of financial technologies, and understanding of international markets.

### The personal challenge

As stimulating as it is challenging, this is a career path that will appeal to the brightest, most capable and passionate minds. And it's not all about the numbers; you'll also need to be great with people, be able to think laterally and have a genuine interest in business.



**Analytical** 



**Proactive** 



Strategic



As cyberspace and e-commerce grows, the risk of data hacking increases too. Our clients need to make sure their systems, and the substantial amounts of personal and commercial data they hold is protected from failure, exploitation, theft, fraud and abuse. That's where our Cyber teams come in. Experts in their field, they're relentless in their ability to spot the smallest discrepancies in a wealth of big data. Join them, and you'll guard our clients not just from current risks, but protect them from potential threats in the future too.

### The professional experience

This is a real opportunity to help innovate, shape and deliver the future of our advisory services. Strengthening the security and resilience of our clients' property in cyberspace will be your key objective. You'll help measure and mitigate risk, and provide intelligent insights on whether current processes and technology are performing adequately. You'll even play your part in designing and mplementing ever more ingenious solutions.

This is an area that spans all industries and geographies, as well as many disciplines within our business, so you'll soon build strong relationships with colleagues and your clients, along with an impressive career.

### The personal challenge

This is one of our most specialised areas, so it's natural your skills will be too. Technologically gifted, you'll be able to focus on the finer details, but be able to see the bigger picture too. You'll also have a genuine interest in the world of cyber and online security.



Analytical



**Detail-oriented** 



Focused



The commercial world is constantly changing. Our clients face new regulations, shifting legislation and fluctuating economic and financial risk. It's our role to not only help them deal with these issues, but to succeed. Using our analysis, we help clients make informed, intelligent decisions that maximise their opportunities. Join us, and you'll be joining the market leaders in risk advisory and consulting, not just following legislation and the market, but delivering solutions that work, are easy to understand and even easier to action.

### The professional experience

As a key member of this multi-disciplinary team, you'll help clients to comply with various regulations and manage the risks involved in their processes, technology and operations. Ours is a proactive as well as preventative approach; we don't wait for problems to occur, we pre-empt them. Which means you'll get involved in designing ground-breaking solutions that give clients greater control.

You'll review clients' information security, help them understand the potential risks, and advise on how to use their infrastructure to better protect themselves. Commercially minded at all times, you'll also use data analysis to identify where clients can save money and boost revenue.

### The personal challenge

People who succeed here are natural problem solvers.
You won't just need to understand potential risks, but work closely with our clients to help them understand too, so you'll need to be an excellent communicator and be confident presenting your thoughts and findings.



Confident



Flexible



Tenacious



You'll get involved in live projects straight away and experience every area of Human Capital, including workforce and people analytics, organisational design and transformation, technology adoption (like SAP, Oracle and Workday), talent and learning, resourcing and actuarial reward.

You'll work on organisation design and change management projects, and lead research into game-changing people solutions and technologies. You'll also get to experience HR transformation projects, and help to attract and manage global workforces for our clients. All this, and much more besides, means we can offer an unrivalled start to your career.

### The personal challenge

We work closely with our clients to understand their people and realise their ambitions, so strong relationship-building skills are key, as is the ability to translate complex legislation into easy to understand and even easier to implement solutions.



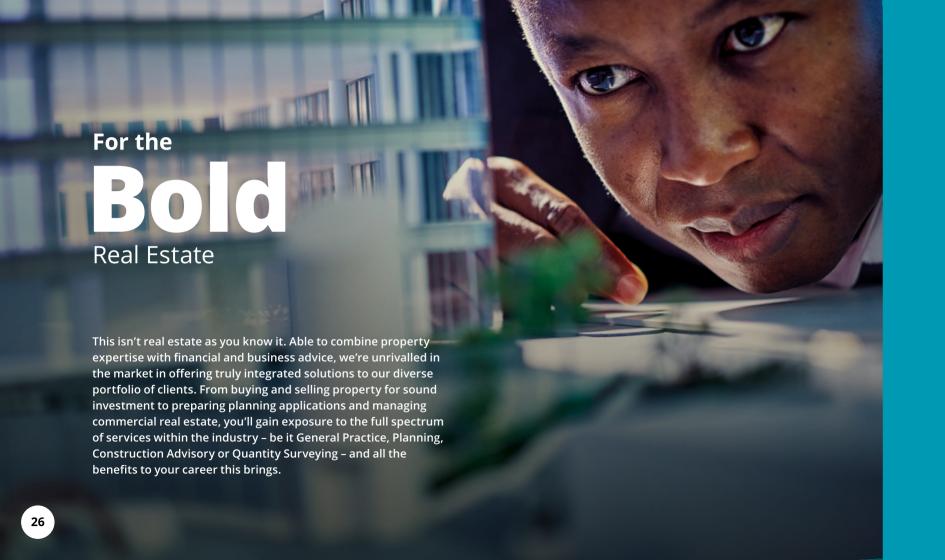
Collaborative



**Detail-oriented** 



Forward-thinking



development, consulting, valuation and rating. so you'll need to be a multitasker

on a diverse range of construction schemes, challenging commissions in the UK.

### The personal challenge

Our people deliver a high interest in the world of real estate.



Collaborative



Confident



**Persuasive** 



leaders as they deliver ever more ingenious

### The personal challenge



**Articulate** 



Confident



**Flexible** 



This is your opportunity to seize the moment and help our clients solve some of the most complex issues their businesses will ever face. You'll do this by first understanding, and then staying up to date with current tax law. You'll build your commercial, industry and technical knowledge, using it to consult with clients and deliver practical advice that makes a tangible difference to their business goals.

And because this is an area that never stands still, neither will you; we'll expect you to continuously develop your expertise with professional qualifications, industry-specific training and international networking events and courses.

### The personal challenge

We match our people to our clients, ensuring strong chemistry is there to produce even stronger results. So as well as having a commercial approach, you'll need a collaborative one too, with the ability to draw on expertise from other disciplines within the business.



Adaptive



**Proactive** 



Team player



Whether it's the technical aspects or the commercial opportunities of technology that excites you, you'll find your passion and knowledge is in demand. You'll also find it's put to use from day one. Your main aim will be to help clients grow their business through technology. This could mean aiding innovation through research, and then helping to implement technological solutions, or supporting reviews of current client projects and identifying areas of opportunity.

As your clients' businesses grow, so will your expertise, with the chance to learn core project management skills and even technical build and design.

### The personal challenge

By turning bright ideas into brighter solutions, our technology teams make big business possible. They do it with commercial and technical expertise, so you'll need both to succeed here, along with a genuine interest in technology and all its possibilities.



Collaborative



Creative



Inquisitive

# For the Explorers Undergraduate opportunities

Graduates aren't the only ones who can make an impact at Deloitte. Undergraduates and those in postgraduate education can also explore all our business has to offer. Whether you're getting ready for university, already studying or about to graduate, you'll find schemes specifically designed to help you get the most out of your studies, give a deeper understanding of the world of business and an enviable head start to your career.

### **Spring into Deloitte**

Created for first-year undergraduates, this two-day residential course will immerse you in our world. During the day, you'll get to take part in business scenarios, skills sessions and networking exercises. And in the evening, you'll get the chance to chat with our people over dinner – everyone from recent graduates to partners – and discover which area of our business would suit your personality and passions most.

### **Insight Days**

You know you want a career in business. You're just not sure where in our world suits your ambitions best. As a penultimate or final-year undergraduate, this event will answer your questions, and much more besides. You'll get a deeper understanding of the services we offer, and the people who deliver them. Equally interactive and informative, you'll also take part in business scenarios and skills sessions.

### **Summer Vacation Scheme**

Designed for penultimate-year undergraduates or those going on to complete a Master's degree, this three to six-week placement will open your mind to all the business world can offer.

Through practical project work, hands-on training and shadowing of senior colleagues, you won't just gain a better understanding of our work, but your own motivations and ambitions too. Excel, and we may offer you a permanent role once you graduate.

### **Industrial Placement**

Exposure to complex businesses. Insights into major sectors. Experience of whole industries. This is what you can expect on our twelvemonth placements for penultimate-year undergraduates. You'll take on your chosen role and get access to world-class training, along with a competitive salary and rewards. Do well, and you too may be offered a place on our graduate programme.



### Inclusion

We work hard to ensure the people we bring into our business are reflective of society outside of it. We want everyone to thrive, develop and succeed in our firm based on their talent and attitude alone, regardless of ethnicity, gender, sexual orientation, or any other dimension that can be used to differentiate people from one another. Here, you'll find that what differentiates you isn't just celebrated and valued, but nurtured too.

### Collaboration

Our people are among some of the most respected and high-achieving in the industry. But they didn't get to such heights alone. Ours is a culture of true collaboration, where working on multi-disciplinary projects is standard and collective success is valued alongside individual performance. And because our people work together closely, they become close too, supporting each other and socialising outside of the office.

### **High performance**

From agile working to our Time Out programme, we're committed to developing working practices that support where, when and how you work. Our approach is that of trust and respect, output – not presenteeism – and open communication. We'll balance your needs and those of the business and your team to ensure you can balance your professional and personal priorities, ultimately empowering you to perform to your highest potential.

### **Opportunity**

As a meritocratic culture, we base progression on skill, not years served. As part of this, you'll be given every opportunity to push yourself; exposing you to new challenges and new specialisms within our business by working on multi-disciplinary projects with people outside of your immediate teams. Ultimately, you'll be encouraged to seize these opportunities and take ownership of your own career and your development within it.



### **Audit & Finance**

- Institute of Chartered Accountants in England and Wales (ACA)
- Institute of Chartered Accountants Scotland (ICAS)
- Association of Chartered Certified Accountants (ACCA)

### **Business & Financial Advisory**

- Institute of Chartered Accountants in England and Wales (ACA)
- Assessment of Professional Competence (APC)
- Corporate Finance Qualification (CFQ)
- · Chartered Financial Analyst (CFA)
- Association of Chartered Certified Accountants (ACCA)
- The Institute of Chartered Accountants in England and Wales CFAB certificate
- ICA International Diploma in Anti Money Laundering

### Cyber

- · Professional IT qualifications
- Certified Information Security Manager (CISM)

### Governance, Risk & Regulation

- Certified Information Security Manager (CISM) Prince 2
- Association of Chartered Certified Accountants (ACCA)
- Institute of Chartered Accountants in England and Wales (ACA)

### **Human Capital**

 Chartered Institute of Personnel and Development (CIPD accreditation)

### **Real Estate**

MSc in Real Estate

### **Strategy & Operations**

- Chartered Institute of Management Accounting (CIMA)
- Institute and Faculty of Actuaries (IFOA)

### **Tax Consulting**

- Association of Taxation Technicians
   (ATT) and Chartered Taxation Advisors
   (CTA) tax pathway
- ACA and CTA joint programme leading to both the Institute of Chartered Accountants in England and Wales (ACA) and the Chartered Institute of Taxation (CIOT) qualifications

### Technology

- Professional IT qualifications
- The Chartered Institute for IT (BCS)

For the

### Valued

Rewards and benefits

Our business couldn't succeed without our people.

That's why we make sure they feel valued for their contribution and commitment. As well as a generous salary, annual pay reviews and the potential to receive a bonus based on your performance, as a Deloitte graduate, you'll also have access to a wealth of benefits and rewards. Undergraduates are similar, with access to some or all benefits dependent on the scheme joined and time spent with us.













lus an extra Deloitte Day

Different people value different things. Our flexible Options scheme celebrates this, giving you the freedom to choose what's right for you from a range of further benefits, including:



















### Clients

Serve our clients with quality and distinction.



43% Percentage of IPOs we advised on in FY16\*



Our audit market share of the FTSE 100

Management Consultancy

Association awards won



**Colleagues** 

Inspire our people by

opportunity and growth.

£34.7m

Amount invested in

for our people in FY16

learning and development

providing constant

Number of diversity networks in Deloitte. with over 4,000 members



Over 1m Hours of learning

### Society

Contribute to society as a role model of integrity and positive change.



46,800 Volunteering hours for charities and community organisations



Number of disruptive businesses that we invested in since FY15



1m

In 5 years we strive to impact One Million Futures - raising aspirations, improving skills and developing leaders

<sup>\*</sup>Premium Listings by trading companies only (i.e. investment companies, venture capital trusts, transfers from other markets, cash shells etc. have been excluded).



### **UK locations:**

- 1 Aberdeen
- 2 Bath
- 3 Belfast
- 4 Birmingham
- 5 Bristol
- 6 Cambridge
- 7 Cardiff
- 8 Edinburgh
- 9 Gatwick
- 10 Glasgow
- 11 Guernsey
- 12 Isle of Man

- **13** Jersey
- **14** Leeds
- **15** Liverpool
- 16 London
- 17 Manchester
- **18** Milton Keynes
- **19** Newcastle
- 20 Nottingham
- 21 Reading
- 22 Southampton
- 23 St Albans



## Inspired

This isn't just about assessing whether you're right for us. Whilst you'll need to prove you share our attitude and values, this is your chance to express your own ambitions and decide if we're the right fit for you too. We welcome graduates and undergraduates from various degree disciplines, and whilst some of our graduate programmes require higher or lower grades for entry, in general, we will look for you to have achieved, or be on track to achieving, the following:

Your application

2:1 degree

300 UCAS points

GCSE Maths grade B and English grade C

### What to expect

For you, this is a big decision, and our selection process reflects that. In general, we ask all of our graduates and undergraduates to take part in the following stages:



### Online application

Here, we'll ask you to tell us a bit about your education, experience and ambitions.



### **Game-based assessment** (graduates only)

We'll also ask you to play Cosmic Cadet – a game-based psychometric test that gives us an idea of how you think.



### Online tests

Succeed, and you'll then take our blended assessment, comprising of situational strengths, numerical and verbal critical reasoning tests.



### Review

We'll take a little time to review your results.

If successful, we'll invite you to the next stage.



### Service line questionnaire

In some instances, you'll be asked to select the area and location you'd like to join, plus any qualifications you hope to achieve.



### First interview

If successful, we'll invite you to interview, giving you the chance to meet us in person.



### Second interview

You'll meet a senior member of staff, and be asked to deliver a commercial awareness presentation.



### The offer

Succeed in your application and we'll make you an offer shortly after completing the final stage.

You'll be given the time and support you need to complete the different stages. Specific entry requirements for each area, practice tests and requirements for overseas applicants can be found at **deloitte.co.uk/howtoapply** 

