

Nanyang Business School

Nanyang Business School crowned champions at McGill Management International Case Competition

Winning team gets job and internship invitations from global organisations

April 11, 2011 – Nanyang Business School (NBS) scored its most illustrious victory in the international business case competition circuit when it won this year's McGill Management International Case Competition (MMICC).

The undergraduate team of Kanesh Bala, Lau Seo Wang, Tan Sing Nan and Xu Wei beat rivals from 10 other top business schools to take the trophy. Among this year's contestants were teams from University of Manchester, Georgetown University, and the Hong Kong University of Science and Technology.



Global champions (from left) Lau Seo Wang, Tan Sing Nan, Xu Wei, Kanesh Bala, and one of the judges, George Attar

Beyond the silverware, the team caught the eye of several global organizations, such as mining giant Rio Tinto, bagging invitations for jobs and internships.

The MMICC is one of the most prestigious and recognized case competitions. Incepted in 2001, the context has attracted many of the world's top universities to vie for the prize. These include the Wharton School of the University of Pennsylvania, the Copenhagen Business School and the London School of Economics and Political Science. This year was NBS's first invitation to the competition.

NBS Associate Dean Christina Soh said, "MMICC can be likened to the major league. Emerging as champions after competing with the crème de la crème deeply establishes Nanyang Business School in the international case community."

Kanesh Bala said, "It was incredible to be headhunted by prestigious global organizations. I enjoyed the opportunity to actively network in a focused environment with business leaders and other competitors."

It was a hard fought victory for the NBS team, who are members of the school's business case club, Business Solutions. With two team mates on exchange at the University of Illinois, Urbana Champaign, Skype was employed to overcome the separation of geography and time.

“The judges acknowledged that we had the most all-rounded and well-packaged solution. This, to me, was most gratifying, as our hard work was recognized and rewarded. I believe my team has learnt a lot from one another and also from the many international friends we have made.”
- Tan Sing Nan

In the seven weeks leading up to the competition in Montreal, Canada, the NBS team trained every weekend, holing themselves up in 15-hour video conferences each time. Aiding them in their preparations were NBS professors Edwin Tan and Lee Gilbert.

Training got more intense when the team finally met up five days before the competition. Sessions were extended to 24 hours apiece to simulate the actual contest, as the team refined their strategies.

The MMICC began on March 22 with three days of social activities, which included networking dinners and snow tubing. Then the competition started proper, with teams given 24 hours to find solutions to a business problem and prepare a presentation of their findings.

Judging was organized in a round-robin fashion, with each team presenting their analysis to a panel of nine judges. The teams were then ranked to determine the champion. On March 26, the NBS team emerged at the top of the table, and took the championship.

Xu Wei said, “This was an excellent team where everyone was extremely motivated and driven. We shared a common objective of winning the competition and I’m glad that we overcame various challenges to emerge as champions. In addition, this has been a valuable learning experience and a good opportunity to expand my global network.”

Lau Seo Wang said, “Our team, Business Solutions of NBS, was unrivaled in our strategy, financial analysis and delivery. It is indeed an achievement to receive the strong endorsement of the global business leaders who were present at the competition.”

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