

□ 1. Tech Shift & AI

1. AI Automation vs. Human Capital

The Pitch: Will Generative AI eventually replace junior consultants, or will it simply supercharge their productivity? Where do we draw the line between automation and human insight?

Key Vocabulary: Disruption, workflow optimization, workforce reduction, upskilling, cognitive offloading.

2. The Ethics of Big Data & Corporate Privacy

The Pitch: How can global consulting firms help clients leverage user data for hyper-personalization without violating strict global privacy regulations (like GDPR or CCPA)?

Key Vocabulary: Compliance, data breach, surveillance capitalism, non-disclosure, regulatory hurdles.

3. Cloud Migration Frictions for Legacy Corporations

The Pitch: Why do traditional enterprises (such as major banks or automotive giants) heavily resist migrating to the cloud, and how should a consultant handle that cultural and technical pushback?

Key Vocabulary: Legacy systems, scalability, friction, cloud infrastructure, tech debt.

□ 2. Client Management & Consulting Skills

4. Scope Creep: Setting Boundaries with Demanding Clients

The Pitch: The client is constantly asking for "minor adjustments" outside the original contract without wanting to adjust the budget. How do you stop scope creep while maintaining a healthy client relationship?

Key Vocabulary: Deliverables, billable hours, boundary-setting, out of scope,

budget overrun.

5. Pitching a Course Correction for a Failing Project

The Pitch: A high-budget project is heading toward disaster due to the client's poor decision-making. How do you structure a high-stakes presentation to convince them to pivot without damaging their ego?

Key Vocabulary: Sunk cost fallacy, course correction, stakeholder alignment, diplomatic pushback, bottleneck.

6. Cross-Cultural Friction in Global Delivery

The Pitch: Working from Argentina for US-based clients requires navigating different communication styles. How do you handle the gap between North American directness and Latin American corporate diplomacy?

Key Vocabulary: Low-context communication, cultural nuances, assertiveness, micromanagement, alignment.

□ 3. Workplace & Talent Strategy

7. The "Quiet Quitting" and "Quiet Hiring" Dilemma

The Pitch: High-pressure environments often lead to talent burnout. Is "Quiet Quitting" a sign of poor corporate leadership, or is it a boundary-setting trend driven by Gen Z and Millennials?

Key Vocabulary: Burnout, employee retention, talent poaching, career progression, disengagement.

8. The Return-to-Office (RTO) Mandate Debate

The Pitch: Tech giants are pushing hard for a return to the physical office. Should companies enforce mandatory hybrid schedules, or should they offer 100% remote flexibility to retain top-tier talent?

Key Vocabulary: Hybrid model, core hours, proximity bias, commute friction, workplace culture.

9. DEI Initiatives: Genuine Progress vs. Corporate Tokenism

The Pitch: A critical look at Diversity, Equity, and Inclusion (DEI) policies. Are they driving authentic corporate change, or are they occasionally used as a mere branding strategy to attract younger talent?

Key Vocabulary: Tokenism, corporate social responsibility (CSR), meritocracy, inclusive leadership, performative activism.

□ 4. Business Strategy & Global Markets

10. Nearshoring in LATAM: Is Argentina Still Competitive?

The Pitch: Given Argentina's macroeconomic volatility and currency fluctuations, does the local talent pool still have a strong competitive edge for US clients compared to hubs like Mexico or Colombia?

Key Vocabulary: Cost-efficiency, time zone alignment, talent pool, currency fluctuation, economic volatility.

11. Asynchronous Work and the Death of the 9-to-5

The Pitch: Operating across multiple time zones (US, Europe, India) requires asynchronous communication. Does this model improve productivity, or does it permanently blur the lines between personal and professional life?

Key Vocabulary: Lag time, hand-off, documentation-heavy, always-on culture, operational efficiency.

12. Sustainable Business Practices vs. Greenwashing

The Pitch: Global clients are demanding "Net-Zero" strategies. How can consultants guide corporations toward genuine sustainable operations instead of superficial, PR-driven marketing?

Key Vocabulary: Carbon footprint, supply chain transparency, accountability, greenwashing, ESG metrics.

□ 5. Crisis Management & Leadership

13. Layoffs and the Mechanics of Downsizing Corporate Communication

The Pitch: The tech sector has seen massive restructuring lately. What is the most ethical and effective way for executives to communicate mass layoffs without destroying internal morale and public reputation?

Key Vocabulary: Severance package, restructuring, morale drop, redundancy, public backlash.

14. Managing Up: Handling Toxic or Unrealistic Leadership

The Pitch: What communication frameworks can an employee use to deal with senior directors or managing directors who set unrealistic targets or display toxic leadership traits?

Key Vocabulary: Micromanagement, boundary-setting, reporting line, emotional intelligence, pushback.

15. The Gig Economy vs. Long-Term Corporate Loyalty

The Pitch: With highly skilled developers and consultants frequently jumping to freelance platforms for direct foreign income, how can large firms adapt their corporate perks to keep top talent loyal?

Key Vocabulary: Job hopping, job security, freelance premium, corporate perks, non-compete clause.