

# So you want to be a management consultant...

Management consulting is the practice of helping organizations improve their performance. Consultants advise businesses, nonprofits, and public-sector entities in various areas such as operations, organizational structure, human resources, corporate strategy, information technology strategy, marketing and sales, finance and logistics.

## Functional Skills



### Problem Solving

Are you drawn to solving complex problems in new and innovative ways? You'll apply intellectual curiosity and superior research skills, and introduce cutting-edge business ideas to address your clients' biggest challenges. Variety is also the name of this game. No two problems will be exactly the same.

- 8304 Consumer Behavior (FY-Q4)
- 8830 Supply Chain Management (FY-Q4)
- 8310 Competitive Dynamics (Q1)
- 8171 International Corporate Finance (Q2)
- 8800 Operations Strategy (Q2)
- 8014 Strategic Thinking (Q2)
- 8758 Strategy in the Digital Age (Q3)
- 8028 Corporate Strategic Leadership: Major Concepts from Strategy Consulting (Q3, Q4)



### Logical Thinking and Analysis

Whether it's framing the problem, developing hypotheses, planning and conducting analyses, or communicating your recommendations to the client, structure and linear logic in your work are essential for effectively addressing the problem and communicating your solutions with clarity.

- 7994 Strategic Analysis and Consulting (FY-Q4)
- 7603 Valuation in Financial Markets (FY-Q4, Q1)
- 8465 Management Planning and Control Systems (Q1)
- 8453 Entrepreneurial Finance and Private Equity (Q1, Q2)
- 8496 Data Science in Business (Q2)
- 8459 Innovation and Design Experience (Q3-Q4)
- 8015 Behavioral Decision Making (Q4)



### Ideas to Action

Successful results are defined by your ability to drive impactful and lasting change to the organizations you serve. Defining the right strategy is imperative at the start of a project, but linking the overall strategy with tactical and effective execution is the key to driving lasting outcomes for the clients you serve.

- 7500 Innovation, Design, and Entrepreneurship in Action (IDEA) (FY-Q4)
- 8308 Leadership Learning Lab (Q1)
- 8621 Project Management (Q2)
- 8697 Global Consulting Projects Part I (Q2)
- 8698 Global Consulting Projects Part II (J TERM)
- 8620 Brand Management: Creating, Testing, and Analyzing New Brand Strategies (Q3)
- 8400 General Managers Taking Action (Q3, Q4)
- 8699 Global Consulting Projects Part III (Q3, Q4)
- 7611 The Consulting Process (Q4)

## Interpersonal Skills



### Leadership

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- 7619 Paths to Power (FY-Q4)
- 8019 Defining Moments (Q2)
- 8448 Ultimate Questions: Responsible Management and Value in Business (Q2)
- 8500ZZZ CEO Leadership in the 21st Century (J-Term, Q3–Q4)
- 8013 Strategic Corporate Governance (Q3)
- 8274 Leadership When It Really Counts (Q4)
- 8706 Leadership, Diversity, and Leveraging Difference (Q4)



### Presentation and Persuasion

While “hard skills” such as problem-solving and analysis are critical, it’s equally important that you are able to effectively present your recommendations in a way that is clear, compelling and truly resonates with your client. Adapting your communication style and message to a variety of audiences, and leveraging powers of persuasion are key skills to develop for a consulting career.

- 7605 Strategic Communication (FY-Q4)
- 8930 Negotiations (FY-Q4, Q1, Q2)
- 7600 Data Visualization and Analytics (FY-Q4, Q1)
- 8620 Brand Management: Creating, Testing, and Analyzing New Brand Strategies (Q3)
- 8320 Leadership Communication in Times of Disruption (Q3)



### Creativity and Teamwork

Problems are complex and often require innovation and extensive collaboration, both with colleagues and clients in order to determine the optimal solution. The “people” side of consulting offers an excellent opportunity to build relationships, network and partner with a variety of individuals to achieve a shared vision and breakthrough results.

- 7618 Effectual Entrepreneurship (FY-Q4, Q4)
- 8459 Innovation and Design Experience (Q3–Q4)
- 8476 Collaboration Lab (Q4)
- 8989 Critical and Creative Thinking in Business (Q4)

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