

# Management Consulting Career Guide

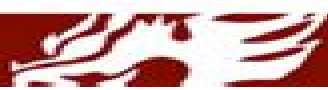
## OVERVIEW

At the most basic level, management consultants act as external advisors, helping organizations solve challenging problems. Although traditionally this field has been dominated by MBAs—and is famous for its on-campus recruiting of undergraduates— a growing number of consulting firms appreciate the value of advanced academic degrees. Depending on the firm, this may mean a greater appetite for master's students, doctoral candidates, or both. Consulting careers offer the ability to engage intellectually with difficult problems while moving into a faster-paced work environment than the one to which many graduate students and postdocs may be accustomed. For consulting firms, advanced-degree holders represent analytical thinkers who are often able to complement MBA talent by taking creative—and even unexpected—approaches to answering questions.

Advantages	Potential Challenges
Intellectually stimulating work environment	Some positions require up to 80% travel
High potential impact of work	Long hours are common
Array of career trajectory options	Stressful work with demanding clients
Extensive training provided by firms	Highly competitive colleagues
Ability to work on different types of projects	Clients may not follow recommendations
Easy to build your professional network	Research standards often lower than academia
High compensation rates	Adjusting to a faster pace of work

## CAREER TRAJECTORY

New consultants who enter a firm with a PhD (or a Master's degree plus a few years of previous work experience) often start at the same level as new MBAs. This level has different titles at different firms and is usually one rank above new consultants that enter directly after their undergraduate studies. Promotions are common within the first two years, and many firms employ an "up or out" policy in which a consultant is either promoted or encouraged to look for other opportunities (note that top consulting firms provide career services to help consultants make this transition). Many people leave consulting after a year or two to pursue other interests, often through connections they have formed with clients. However, some prefer to stay in consulting and work toward becoming a partner. Along this trajectory, the consultant takes on increasing project management responsibilities and plays a larger role in building relationships with new and existing clients to generate contracts for the firm.



# Management Consulting A Guide For Students

**M Walker**



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**Management Consulting** Senior Clinical Scientist David Biggs, 2010-03-01 Management Consulting A Guide for Students bridges the gap between the latest academic research and practical skills to provide a comprehensive new introduction to modern consulting David Biggs important new textbook walks students through the key dimensions of management consulting from the contexts through the processes and into skills and implementation using a wide range of examples to provide a refreshing and modern guide for students Every chapter deploys a consistent pedagogical framework including clear learning objectives that correspond with the latest standard course outlines mini case studies and industry snapshots Full length case studies appear at the end of every chapter either prepared specifically for the text by international academics and consultants or supplied from premium vendors such as Harvard Business Review A full set of online supporting resources for students and lectures make this the complete resource for management consulting courses at all levels

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**Management Consulting** International Labour Office, 2002 New topics covered in this edition include e business consulting consulting in knowledge management total quality management corporate governance social role and responsibility of business company transformation and renewal and public administration

**Management Consulting** Milan Kubr, 1996 Widely recognized as a key reference work on the practice of consulting this guide offers an extensive introduction to professional consulting its nature methods organizational principles behavioral rules and training and development practices

*Management Consulting Projects* Ronald Cook, Michael Harris, Dennis Barber III, 2021-08-23 This textbook provides students with an easy to use proven roadmap for completing a successful consulting project from start to finish Primarily designed for students who work as outside consultants on solving client problems and investigating potential opportunities the textbook's structure first explains the consulting process to students and then depicts it in a chronological flow using real life examples to demonstrate practical application Each section builds upon the previous one focusing on the development of critical thinking problem solving and communication skills for employability Now in its sixth edition this text has been fully revised to bring it up to

date with the current business context and global environment including A major expansion of the tools and resources needed for students to conduct research on a client's situation A new final chapter that ties the overarching consulting process together and focuses on how the student should use this experience for their own professional development New examples of award winning projects to provide practical guidance Fresh material on the use of new technologies in the consulting process ethics and data management and remote working This well renowned model promotes a conceptual understanding of the consulting process and the interactions between and among students the team the client and the instructor Management Consulting Projects should be essential reading for experiential Business Consulting modules Small Business Management and Strategic Management at postgraduate and MBA level **Professional Management Consulting**

**Consulting** Alan J. Blackman, 2024-04-25 At a time when consulting has increasingly come under scrutiny by governments and communities Professional Management Consulting A Guide for New and Emerging Consultants redefines management consulting and reinforces what it means to be a professional With a focus on the importance of ethical practice and continuous personal development for building reputation this easy to read book sets a new benchmark for aspiring consultants Based on sound research and supported by the author's background in leadership management consulting practice research business strategy and academia over several decades Blackman brings together a range of tried and tested theoretical models commonly used by successful consultants Drawing on his own experiences as a director of the industry's peak body the International Council of Management Consulting Institutes he provides a clear explanation on what a management consultant is and how and why clients use consultants to help them solve complex problems and manage change With an emphasis on the importance of building and recognising relationships as a basis for problem solving and implementing change this book is an essential contribution to the profession worldwide This book is a vital resource for new and emerging professional consultants It is suitable as an introductory text for business commerce and engineering undergraduate students and a secondary reading for graduate students in engineering and management Management Consulting, 1996 **Management Consulting** Sugata Biswas, Daryl Twitchell, 1998-12-28 The first complete resource for graduating students and professionals seeking a position in management consulting Consulting is all about client results If you want to help change the strategic destiny of organizations pursue a high impact career and ensure continuous learning then Management Consulting is a must read to help you identify the firm that best suits you Thomas J Tierney Worldwide Managing Director Bain Company This is the most comprehensive overview of the consulting industry to date It is chock full of useful information for students and professionals considering consulting as a career Robert F Bonner Associate Director Career Development Placement The Wharton School Graduate Division This book is an excellent starting point for anyone contemplating a career in management consulting My professional advice to you Read this book Wayne Cooper Publisher Consultants News President CEO Kennedy Information Management consulting is one of the most popular career choices for

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Management Consulting 5th edn PDF eBook Louise Wickham, Jeremy Wilcock, 2016-04-05 Management consulting remains a popular career choice but undertaking a consulting project for the first time can seem daunting for the student or new professional This book now in its fifth edition aims specifically to guide students through the consultancy process while also giving tips and techniques to the more seasoned practitioner This is delivered from the accumulated knowledge and insight of the authors and contributors who all have been consultants This fifth edition has been thoroughly revised to reflect today's dynamic business environment The impact of new digital

technologies on consulting and business in general and the use of evidence gained through studies on consulting are considered. It provides a careful balance between theory and practice and is ideal for anyone who is undertaking a consulting project. Key features: A comprehensive introduction to the best practice in conducting a consulting project. Key insights into how best to tackle the challenges that arise. Case studies from across a wide range of industries at the end of each chapter and a long case study running throughout the book. Help in choosing and developing a career in consultancy. Extensive references and further reading to underpin a student's knowledge. New to this edition: Further links to theories developed in other courses such as strategy and management. In the Preface several pathways are provided for the different types of project a student may be required to undertake taking into account their academic level and previous experience. Throughout the chapters the key ideas are highlighted to aid the reader in navigating the book. New case exercises based on real consulting projects to put tools and techniques into practice including a new long case study on a strategic review for a company. Louise Wickham is the Director of Wickham Consulting Services Ltd and a practising consultant specialising in strategy and marketing. She has over 30 years business experience both within companies and as a consultant working for a wide range of consumer facing businesses and the not for profit sector. Jeremy Wilcock is the Business Engagement Manager at the Business School University of Hull. He has 27 years industrial experience with a major multi national where he worked on numerous internal consultancy projects. He has lectured regularly in strategic management and business analysis at undergraduate and postgraduate level and has supervised student consulting projects.

**Management Consulting**, 2013

**The International Guide to Management Consultancy** Barry Curnow, Jonathan Reuvid, 2003. A handbook for corporate purchasers of management consultancy services. This unique and highly authoritative guide provides a description of the profession worldwide and advice on how to choose and use its services effectively.

**Business and Management Consulting** Louise Wickham, Jeremy Wilcock, 2020-03-09. Gain consulting insights into business decision making in today's environment. Business and Management Consulting 6th Edition by Wickham and Wilcock first published as Management Consulting over 20 years ago to guide students through the consultancy process. This edition renamed Business and Management Consulting reflects the way in which the consulting world has changed over the past two decades. New digital technologies have made information more accessible and changed the way businesses have to operate so management consultants need to have a wider view of their client company. Management consulting remains a popular career choice but undertaking a consulting project for the first time can seem daunting for a student or new professional. This book continues to offer a practical guide to balancing theory and practice while also giving tips and techniques to the more seasoned practitioner so is ideal for anyone who is undertaking a consulting project. This is delivered from the accumulated knowledge and insight of the authors and contributors who all have been consultants. The 6th Edition has been revised to reflect how new technologies for communication and information gathering have changed the way in which consultants operate. It also

includes more insights into how businesses take decisions that impact consulting projects in today's faster paced more volatile environment Key features A comprehensive introduction to the best practice in conducting a consulting project Key insights into how best to tackle the challenges that arise Case studies from across a wide range of industries at the end of each chapter and a long case study running throughout the book Help in choosing and developing a career in consultancy Extensive references and further reading to underpin a student's knowledge In the Preface several pathways are provided for the different types of project a student may be required to undertake taking into account their academic level and previous experience Throughout the chapters the key ideas are highlighted to aid the reader in navigating the book New to this edition More information on how to sell a consulting project Further detail on ways to manage the project tasks with specific tools Specific tools for analysis of digital communications such as websites and social media Techniques for minimising the risks the consultant may face New case exercises based on real consulting projects to put tools and techniques into practice Louise Wickham has over 35 years business experience both within companies and as a consultant working for a wide range of consumer facing businesses and the not for profit sector Jeremy Wilcock is Lecturer in International Marketing at the University of Hull He has 27 years industrial experience with a major multi national where he worked on numerous internal consultancy projects He has lectured regularly in subjects including strategic management and business analysis at undergraduate and postgraduate level and has supervised student consulting projects Pearson the world's learning company

**Resources in education**, 1984-08      The International MBA Student's Guide to the U.S. Job Search, 2006      **Journal of Management Consulting**, 1988 The forum for management consultants worldwide      **Peterson's Guide to Graduate and Professional Programs, an Overview**, 1990      The Harvard Business School Guide to Careers in Management Consulting Maggie Lu, 2001 The 2002 edition of The Harvard Business School Guide to Careers in Management Consulting provides invaluable job search advice for the prospective management consultant Harvard Business School graduates students and faculty reveal firsthand insights into the industry describe what a consultant's work is really like outline current industry trends and offer guidelines for approaching the case study interview Also included are profiles of well known consulting firms a mailing list of recruiting contacts and a selective bibliography of relevant books and directories compiled by the Harvard Business School Career Resources librarian      **Who's who in Special Libraries** Special Libraries Association, 1996      **Study Guide for Professional Practices in Management Consulting** Association of Consulting Management Engineers (U.S.), 1960 Study guide to accompany the textbook professional practices in management consulting item no 67099 intended for management consultants in the USA comprises questions with multiple choice answers

**Peterson's Guide to Graduate Programs in Business, Education, Health, and Law**, 1994 Directory of institutions offering graduate study in business education health and law Specific program descriptions are given Miscellaneous appendixes Indexes of descriptions announcements directories and subject areas

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