

Management Consulting

MGMT 579

This course is designed to introduce you to the field of management consulting from the perspective of both the individual consultant and the consulting firm. The goal of the course is to provide you with a practical understanding of the practices and processes used by management consultants.

In this course you will be introduced to consulting frameworks and methods and network with practicing consulting professionals from a variety of global and local firms. The emphasis throughout the course is on the development and application of conceptual models which clarify the interactions between competition, patterns of technological and market change, and the structure and development of the firm's capabilities.

“Almost 30% of Foster MBAs go to work in consulting firms”

**Naomi Sanchez—
Assistant Dean, MBA Career Services**

Guests

We will have guests from the consulting industry to provide perspective on the industry, the management of consulting engagements, and the challenges of the future. In the past we have had representatives from McKinsey BCG, Accenture, Deloitte, Point B, Frog Design, and others.

Structure of Consulting Projects

Understanding the life cycle of a consulting project (how to identify and define consulting opportunities, develop proposals, perform business diagnostics, contract with the client, create an effective engagement team and present findings).

Critical Thinking

The course will develop your problem solving and critical thinking skills, by understanding appropriate frameworks to assess, diagnose, suggest and implement solutions to some of the challenges businesses face.

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