

# CONSULTING - MANAGEMENT



## KEY SKILLS

- Analytical
- Intellectual Curiosity
- Interpersonal Communication
- Leadership
- Problem-solving
- Public Speaking & Presentations
- Research
- Teamwork
- Time Management
- Writing



## CONCENTRATIONS/SPECIALIZATIONS

**Strategy/Operations:** high-level decisions, senior leadership

**Human Capital:** talent strategies, workforce trends, develop leadership & HR function

**Technology:** use of technology platforms for goals & efficiency

**Risk:** risk intelligence, decision making, protect assets, value



## SAMPLE INDUSTRIES SERVED

- Aerospace/Defense
- Chemicals/Petroleum
- Electronics
- Financial Services
- Healthcare
- Infrastructure
- Media/Entertainment
- Oil/Gas



## OVERVIEW

**Management consulting** is the practice of helping organizations grow and/or improve their performance by finding better ways of doing things. With this, current problems & potential issues are analyzed, and solutions are developed and implemented.

## VS

## PUBLIC SECTOR (FEDERAL) VS. PRIVATE SECTOR (COMMERCIAL)

**Public Sector (Federal):** involves advising international and domestic government agencies, education systems, and non-profit organizations on business, organizational, and mission functions to improve performance

**Private Sector (Commercial):** works with private sector, or "for-profit", companies in sectors such as banking, pharmaceutical, defense, gas, and retail, to improve organizational design, increase profit, and/or analyze a potential investment



## SAMPLE STUDENT ORGS

- Alpha Kappa Psi (Business Fraternity)
- Delta Sigma Pi (Business Fraternity)
- GW Undergraduate Consulting Group
- GW Women in Business (GWWIB)
- Organizational Sciences Student Association (OSSA)
- TAMID at GW



## INTERVIEWING

Some management consulting firms participate in **OCI at GW, or On-Campus Interviews**. Timelines vary: Freshman/Sophomores - Spring semester, Juniors - Fall & Spring, and Seniors - Fall semester.

**Behavioral interviews** look for experience & personality "fit" with employers; **Case interviews** test analytical skills & business acumen with 20-45 minute business problem focusing on problem-solving approach.



## PROFESSIONAL ORGS

- American Management Association
- Association for Talent Development
- Institute of Management Consultants USA (IMC USA)
- Professional & Technical Consultants Association (PATCA)
- Society for Human Resource Management
- Strategic Management Society (SMS)



## SAMPLE EMPLOYERS

- Accenture
- Avalere Health
- Bain
- BCG
- Booz Allen Hamilton
- Capco
- Deloitte
- Ernst and Young (EY)
- FTI Consulting
- Huron
- IBM
- KPMG
- McKinsey & Company
- Mercer
- Oliver Wyman
- PricewaterhouseCoopers (PwC)



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