Learning Outcomes

- Explain the role of a management consultant, why firms hire management consultants, and how management consultants create value for their clients in a variety of contexts.
- Explain the engagement life cycle for a management consulting engagement.
- Apply basic secondary and primary research methods and tools in a management consulting context.
- Apply commonly used tools and techniques for analysis and solution generation in a management consulting context.
- Develop an actionable plan for implementing change within a firm that appropriately incorporates generally accepted concepts and theories related to change management.
- Apply commonly used communication related tools and techniques used to enable the success of a management consulting engagement.
- Identify best practice methods used to develop key client deliverables, such as business cases, cost estimations, recommendations, and final reports.
- Relate and integrate consulting engagement management to project, program, and portfolio management and begin to apply them in client settings.
- Pursue an elective area of specialization.