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Management Consulting: A Complete Guide to the Industry

Sugata Biswas, Daryl Twitchell

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Management Consulting: A Complete Guide to the Industry Sugata Biswas, Daryl Twitchell
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 today's graduating students and career-changing professionals. The industry is growing fast, with many more organizations in need of consulting services than ever before and an overwhelming number of candidates seeking consulting positions. Each year, tens of thousands compete for the offers that ultimately only a few thousand will receive. Facing such intense competition, applicants for these positions need all the help they can get to be competitive with their peers.

Management Consulting is the first consolidated resource containing need-to-know information on every step of the management consulting job search. Seasoned consultants Sugata Biswas and Daryl Twitchell, who have worked with a wide range of industry leaders, candidates, and recruiters, have written a book that encompasses a full range of perspectives. They cover each step of the job search process in detail, providing valuable insider information on the profession, as well as tools and techniques to help you stand apart from the competition and land a job offer.

The book opens with an objective, candid picture of the industry, its players, and its evolution. The authors look at the origins and development of consulting as they explain who management consultants are, what they do, and where the best opportunities can be found. Essays by leading consultants, strategic planners, and academics provide perspectives on emerging trends and the future of consulting. You'll learn what it's like to be a practicing management consultant, from the professional development opportunities to the day-to-day balancing of work and private life. The authors walk you through the steps of a typical consulting project, from the initial definition of the problem to the final presentation of recommendations. They outline what will be expected of you, the typical work hours involved, and the many benefits and drawbacks of this demanding career.

A vital section of the book is the step-by-step method for successfully navigating the infamous case interview-often the "make or break" point as firms try to select the top candidates from the masses. All it takes is one abstract or technical question ("How much does a Boeing 747 jumbo jet weigh?") to knock you

out of the running. The authors will teach you how to be properly prepared for these interviews as you work your way to an offer, and how to negotiate for the most attractive package.

In addition, the authors provide three unique appendices that are critical to a successful consulting job search:
* Appendix I-fifteen of the most common case frameworks, useful to draw upon when answering case questions
* Appendix II-100 case questions and ten sample answers for interview practice
* Appendix III-a directory of fifty consulting firms, including primary practice areas and recruiting contacts

By giving you a firm grasp of the industry and the skills you need to master the interviews, Management Consulting is an invaluable investment for your future in this exciting and rewarding profession.

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