



CONSULTING

INDUSTRY OVERVIEW:

Consulting is both an industry and the act of helping companies analyze existing arrangements and develop plans for business improvements. Companies may enlist a consultant for a variety of reasons, some of which might be to obtain outside advice on an objective and/or access to a set of skills or knowledge not currently available in the client's company. Due to consultant's exposure and relationships with numerous organizations, consulting firms are also said to be aware of industry "best practices". Consultants generally bring their own methodologies or frameworks to guide the process, and to serve as the basis for recommendations.

CAREERS TO EXPLORE:

As a consultant, you will explore diverse opportunities, including:

- **Change Management:** Lead organizations through transformative changes, driving successful transitions and ensuring seamless adoption of new strategies.
- **Risk/Assurance:** Assess and manage risks, providing clients with the confidence to navigate complex business landscapes while safeguarding their interests.
- **Technology Implementation:** Delve into the world of cutting-edge technology, guiding companies through seamless implementations that enhance their competitive edge.
- **Strategy Development:** Craft visionary strategies that propel businesses forward, optimizing growth and fostering innovation.
- **Operational Development:** Streamline operations, enhance efficiencies, and unlock the full potential of businesses through meticulous analysis and optimization.

BUILDING THE RIGHT SKILLS:

- **Problem-Solving Prowess:** As a master problem-solver, you'll unravel complexities and devise innovative solutions that redefine success for your clients.
- **Effective Communication:** Forge strong client relationships through effective communication, listening attentively to understand their needs and deliver compelling solutions.
- **Analytical Brilliance:** Harness your analytical prowess to process vast amounts of data, gaining invaluable insights that drive informed decision-making.
- **Collaborative Spirit:** Excel in teamwork, leveraging diverse perspectives and collaborating seamlessly to achieve exceptional results.
- **Presentation Skills:** Become a captivating storyteller, delivering impactful presentations that articulate your strategic vision with clarity and conviction.
- **Advanced MS PowerPoint Skills:** Master the art of crafting visually engaging presentations that captivate clients and leave a lasting impression.
- **Comfort with Ambiguity:** Thrive in dynamic environments, embracing uncertainty as an opportunity for creativity and innovation.

RECRUITMENT INSIGHTS:

- **Start Early:** Constantly seek graduate recruitment opportunities and begin networking early to gather information and make valuable connections.





- **Excel Academically:** Employers value strong academic standing as a testament to your commitment and competence in the field.
- **Case and Behavioural- Based Interviews:** Prepare for interviews that delve into problem-solving approaches and assess your ability to handle complicated situations with logical solutions.

TYPICAL JOB TITLES:

As a consultant, you will embark on a thrilling journey with a range of job titles:

- Consultant/Sr. Consultant/Principal Consultant
- Project Manager/Engagement Manager
- Business/Financial Analyst
- Associate Consultant

EMBRACE INNOVATION:

- **Technology Integration:** Harness emerging technologies like AI and data analytics to drive transformative insights and enhance decision-making.
- **Sustainability Consulting:** Embrace the growing trend of sustainable practices, helping companies navigate environmental challenges while achieving long-term success.
- **Forage:** Explore the world of consulting through virtual experiences and insights, offered by Forage, a valuable resource for aspiring consultant.

RELEVANT WEBSITES:

Most consulting companies will have a section on their website dedicated to consulting practice and interview preparation. Here are some organizations that offer consulting services:

- Accenture
- Aon Consulting
- Barrington Consulting Group
- Boston Consulting Group
- CGI
- Deloitte Consulting
- Ernst & Young
- IBM Global Business
- KPMG
- McKinsey & Company
- Mercer LLC
- PwC
- Davis Pier

WEBSITES FOR RESEARCH:

- <http://acethecase.com/>
- <https://managementconsulted.com/>
- <https://www.consultingcase101.com/>
- <https://talentegg.ca/career-guides/consulting>

RELEVANT BOOKS:

- *Case in Point: Complete Case Interview Preparation* by Marc Cosentino
- *The Pyramid Principle* by Barbara Minto