



BUSINESS CAREER RESOURCES

Career Guide

MANAGEMENT CONSULTING

Lundquist College of Business, Mohr Career Services

This guide is a starting point for exploring consulting careers and developing the skills commonly needed for roles within the field.

Explore and Research Management Consulting Careers

Consulting is both a job function and an industry. Typically, in business, a management consultant works for a consulting firm and the firm is hired by other companies to solve specific business problems. Some consulting firms have a specialization like finance, technology, or sustainability, while others are broader. Typical tasks for management consultants include project management, market research, data analysis, business strategy, designing business solutions, and presenting findings to clients. Management consultants often work in teams and are known to travel extensively. People typically come to management consulting either right out of business school (Undergrad or MBA), or they work for many years in industry and come in later in their career as an industry expert.

Types of Companies & Industries:

Consulting firms are hired by a variety of companies and in all industries. There are several international and national firms as well as smaller regional ones. Use this list as a starting point to explore and build a “Top Companies List” which can be found in the “Attachments” of the [Exploring Careers Resource Page](#).

- Top 10 Consulting firms in North America:
 - McKinsey & Company
 - Bain & Company
 - The Boston Consulting Group, Inc.
 - Deloitte Consulting LLP
 - Oliver Wyman
 - Putnam Associates
 - EY-Parthenon
 - PricewaterhouseCoopers Advisory Services LLC
 - Bridgespan Group
 - Accenture

- Smaller Boutique Consulting Firms like these found in the Northwest:
 - Slalom
 - Huron
 - Propeller
 - Point B Inc.
 - Good Company
- Research Management Consulting Firms in all regions and sizes [here](#).

Internships & Entry Level Jobs to Explore:

Use these as a starting point for further research on [Handshake](#), [Indeed.com](#), and [Internships.com](#).

- Consulting Intern
- Strategy Consulting Intern
- Business Analyst Intern
- Business Analyst
- Associate Business Consultant

Common Skills in Consulting

Soft Skills

- Written/Verbal Communication
- Listening Skills
- Business Problem Solving
- Quantitative analysis and data synthesis
- Project Management
- Teamwork
- Persuasion and Presentation Skills
- Ability to work under pressure and with deadlines
- Ability and energy to work long hours and travel extensively

Hard Skills*

- Excel
- CRMs

*Hard skills are tangible & measurable skills like coding, expertise with certain software/platforms, foreign language, etc. Soft Skills may not be as tangible or easy to measure, like relationship building, networking, work ethic, attitude, etc.

Make Connections

Informational Interviews:

Conduct informational interviews with UO alumni and other professionals in consulting.

- Search for alumni on [LinkedIn](#).
- Utilize [Lundquist Connect](#), an online platform where students can network with alumni and friends of the college to build connections, share insights, and advance their careers.
- Check out the [Informational Interviewing Resource Page](#) on our website for sample informational interview questions and email templates.

Join Clubs or Professional Organizations:

- [Oregon Consulting Group](#) (OCG): A professionally managed, student-run consulting organization available to work with companies and nonprofits on a wide range of consulting projects. Student consultants gain mastery of their studies through intensive experiential learning.
- [Toastmasters](#): Toastmasters International is a world leader in communication and leadership development. University of Oregon Toastmasters offers a structured yet informal environment for our members to practice public speaking.

Gain Experience and Develop Skills

Although you will develop many skills inside the classroom, getting involved and gaining experience will allow you to test them out, improve your abilities, and give you concrete examples to share with future employers.

Project & Leadership Ideas:

- Apply for the [Oregon Consulting Group](#) which takes on real clients and will give you real consulting experience.
- Enter a case competition which usually involves solving a business problem similar to one a consulting firm would be hired to solve.

- Solve a business problem and create a business plan for a small business, student organization, or university department.
- Go on a study abroad where you get to work on business cases with real clients.

Seek These Types of Internships or Part-Time Jobs:

- An internship with a consulting firm.
- An internship or part-time job that introduces you to the innerworkings of a business in a desired industry.
- An internship or part-time job that allows you to gain experience serving business clients (B2B).
- An internship or part-time job that allows you to gain hands-on experience analyzing data, synthesizing results, and making recommendations.

Opportunities on Campus:

- Check out [Handshake](#) for campus job listings.

Teach Yourself:

- [Coursera.org](#) – Enroll in courses on various career skills such as data science and business to help expand your expertise and leverage your skills in interviews.
- [LinkedIn Learning](#) – The University of Oregon is now a LinkedIn Learning campus, so UO students can access this professional skill-building learning platform for FREE.

The Recruiting Process

Target Schools

Large management consulting firms typically have target schools they recruit from and it may be difficult to get an internship or a job without being from one of their target schools. Targeting smaller boutique firms, early identification programs (see below), and networking are the best strategies to break into consulting if you're not at a target school.

Timeline

- Full-time roles: Large consulting firms will start recruiting in September and many offer full time jobs before January. Smaller boutique consulting firms' timelines may differ.
- Internships: Large consulting firms typically start recruiting in November with the goal to have internship filled by March. Smaller boutique consulting firms' timelines may differ.
- Early Identification Programs: These are small 2-day to week-long experiences in the summer targeting freshman and sophomores to explore management consulting, network with firms, and get on their radar for potential internships.

Case Interviews

In addition to a regular interview, consulting firms will also include a case interview. In a case interview, the interviewer presents a business problem for the interviewee to solve. The interviewee must ask questions to gain more information and solve the case. A case interview does not assess whether the candidate got the answer right, but rather, a case interview is designed to assess a candidate's logic, approach, and communication skills. To learn more about case interviews:

- Check out our [Case Interview Guide](#).
- Look for upcoming OCG case interview workshops.
- Practice online with [Boston Consulting Group](#) (BCG) or [McKinsey & Co.](#)
- Book a case interview appointment with one of our professional career advisors.