MBA Critical Skills Keyword List

*(Built by the CMC, in collaboration with Sharad Malhautra, Pavani Jandhyala, Shelley Cao, Jonathan Fong, and Heather Mattingly)*

* Consult, Consulting, Consultant, Consultation
* Strategy, Strategic
* Presentation (include PowerPoint), Platform Skills, Promote
* Client Facing, Advise, Advisor
* Client Engagement, Customer/client Relationship Building, (CRM)
* Assess, Assessment, Needs Assessment
* Evaluate, Evaluation
* Analyze, Analysis, Analyst, Measure
* Research, Database, Data, Data Analytics, AI
* Due Diligence
* Conduct, Perform, Produce, Performance
* Plan, Planning, Timeline, Organize, Organization
* Forecast, Project, Predict, Trend
* Model, Modeling
* Problem Solving, Solution, Identification, Identify
* Streamline, Optimize, Maximize, Transform/Transformation (digital transformation)
* Build Business Case, Develop Scenarios
* Recommendation, Proposal, Propose, Recommend, Suggest
* Impact, Deliver, Outcome, Results, Resulting, Yield, Afford, Produce
* Quantify, Numbers, Figures, Quantitative
* Financial, Finance (any financial terminology like IRR, NPV, Return, Excel and others)
* Develop, Development
* Implement, Implementation
* Execute, Execution
* Project Management, Manage, Direct, Oversee, Audit
* Completion (on time, under budget)
* Process Improvement, Operational Analysis
* Cost Containment, Cost Cutting, Reduction
* Market Research, Competitive Intelligence, Competitive Landscape, Investigate
* Initiate, Initiative, Lead, Led, Drive, Spearhead
* Leadership, Motivate, Motivation
* Communicate, Communication, People Skills
* Innovate, Innovation, Create, Creative
* Greenfield, Organic, Acquisition, Merger, M&A, A&D, Corporate Development
* Change Management, Nimble, Agile, Flexible, Fungible, Adaptable, Quick Study
* Involve, Involvement
* Coordinate, Collaborate, Interact, Interaction
* Conceptualize, Visualize
* Design, Redesign
* Team, Colleague, Cohort, Subject Matter Expert
* Cross Functional, Cross Cultural, Cross Divisional, Global, International
* Build Teams, Develop Talent, Human Capital Development