

The Consulting Major

Wendy Angst

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Management Consulting

“Our department strives to prepare students for leadership roles in complex organizational settings...”

-- David B. Hartvigsen, former John W. Berry Sr. Chair of the Management Dept.



- Classes that are interesting and engaging.
- I can get a job.
- I can get a job with an awesome company.
- I have flexibility in the type of work I choose to do.
- I am positioned well to continue to learn, grow, and thrive.
- I get paid well.
- I can do meaningful work.

What are
you
looking
for in a
major?

Within 6 months of graduation
Management Consulting Majors
were placed.

95%



Where do Management Consulting Majors go?

\$60K↑



Deloitte.

Huron
CONSULTING GROUP



Booz | Allen | Hamilton
strategy and technology consultants

protiviti

IBM

ESPN

 **Cerner**

nielsen
.....

Abercrombie & Fitch



**EILEEN
FISHER**



Management Consulting Majors Internships



How Management Consulting Majors spend their time?

All management majors take a common core of five management courses (9 credit hours total):

- MGT 30220: Management Communication (1.5 hrs.)
- MGT 30490: Business Problem Solving (3 hrs.)
- MGT 30660: Strategic IT (1.5 hrs.)
- MGT 40700: Project Management (1.5 hrs.)
- MGT 40750: Quantitative Decision Modeling (1.5 hrs.)

Management Consulting majors take four of these five courses (12 credit hours total):

- MGTC 30300: Management Competencies (3 hrs.)
- MGTC 30450: Strategic Human Resource Management (3 hrs.)
- MGTC 30460: International Management (3 hrs.)
- MGTC 40410: Values-Based Leadership (3 hrs.)
- MGTC 40420: Innovation and Design (3 hrs.)

- MGTC 40450: Innovation and Design (3 hrs.)

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Want more analytics? Can't decide between Consulting or ITM?

Business Intelligence Concentration

- One of these two courses:
 - MARK 30130: Marketing Analytics (3 hrs.)
 - MGTI 30620: Business Intelligence (3 hrs.)
- MGTI 30630: Systems Analysis and Design (3 hrs.)
- MGT 40450: Social Media Analytics (3 hrs.)

• MGT 40420: Social Media Analytics (3 hrs.)



What do your fellow
students have to say?



Connor Klekota



Why... I felt consulting provided the best opportunity for me to establish the skills and problem solving techniques I would need for my areas of interest (coaching, teaching, and athletic directing/management) without segmenting my learning to too much of one area. **I wanted to be in a setting where people learn through actions and co-operation rather than power points and lectures.**

Best Parts... The way we learn. **We don't have boring classes really because you are always in the process of solving a problem, learning a process, or experimenting in a certain situation.** Classes are more helpful than others because almost everything you learn can be translated to your everyday life. Finally, almost everything we do can be translated to some sort of charity or social responsibility and I think this is a special aspect to our major. The lessons make you a better person, not just a better student.

What's next... I aspire to play professional soccer and then coach so I have not had any formal interviews for a consulting or any other non-soccer playing job, but have been able to communicate and establish relationships with multiple places. A couple of these places are IGSEnergy, Under Armour, USSoccer, and my personal favorite, The University of Notre Dame.

Advice... Learn to really listen to others around you. If you can do this, you'll be able to better understand how to work for and work with others.

Shannon McIntee



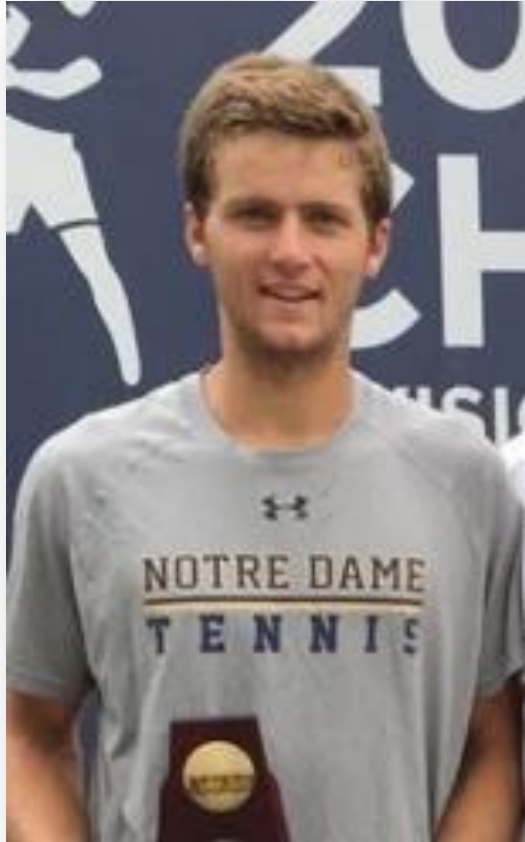
Why... As a person who is interested in a lot of things and gets bored quickly, the **project based nature of consulting was a good fit**. Learning a particular skill set and ways of thinking gives you the ability to not only excel at consulting, but approach any career you might be interested in and have a fundamental toolkit at your disposal.

Best Parts... **Challenges to think differently** and utilize different perspectives and methods at once...I also enjoy the practical and applicable nature of the schoolwork--I often ran across similar material in my summer internship, and had a base of knowledge to help me in my work.

What's next... Recently accepted a job with Barclays in Manhattan.

Advice... Have faith in yourself in the fact that you can do the work, and if not that you will learn how to do it.

Quentin Monaghan



Why... Provided me a great base of problem solving skills, teamwork, and a great foundation for many areas of business...consulting was a great way to apply both numerical and analytical problem solving skills to real cases and working with teams. Basically it **provided me the most realistic simulation of the business world.**

Best Parts... I think working with teams and developing communication and problem solving habits is a great part of the major. I also find the work to be the most interesting part of the major. **Working with real business cases or coming up with models that can solve problems really make it interesting for the students.**

What's next... I interviewed with 3 of the four big four accounting firms in their advisory programs. I have also interviewed with several insurance companies such as AON and Towers Watson. I am not committed anywhere yet, but have several last round interviews coming up shortly, which hopefully changes that status. I am also considering playing tennis professionally for a couple years.

Advice... explore majors beyond the intro level classes. I sort of lucked into Consulting and found it to be very interesting, but for a while I was set on Finance. Intro to Management is not the most exciting class at times, but the work you do in higher level classes is incredibly fun and challenging.

Allison Caparros



Why... I was drawn to the idea of problem solving and regularly being faced with new challenges.

Best Parts... **The best part about the major is that classes aren't just long lectures.** I love how in my Business Problem Solving class we get to interact personally with companies such as PWC and EY and take on cases they throw our way.

What's next... So far I have been in contact with companies like General Mills, Abercrombie, and Gallup. I committed to an internship at headquarters with General Mills next summer so how I like that will largely determine what I do after graduation. .

Advice... **Do not overload yourself.** As a double major, I have had a lot of heavy class loads and still made time to work and be involved in clubs on campus. But now into my Junior year, I've realized that my double major is not nearly as important as having the flexibility to take advantage of all of the amazing courses and opportunities Notre Dame has to offer. **Choose what you're really passionate about, you don't have to over achieve.** Leave room for random things like trying boxing, learning how to cook, or going on last minute trips with your friends.

Miguel Lacayo



Why... based on the classes that were part of the major, I thought they could provide **valuable and diverse experience and insight into the different aspects of management.**

Best Parts... consistent application of the theories I learned in class through team projects and the value these experiences provide come interview time. **Really get to know different sides of management and understand what interests you the most.**

What's next... I have interviewed with consulting firms, investment banks, and manufacturing companies. Upon graduation I will be working at Accenture Digital where I interned this past summer.

Advice... If you like to work with technology and like the opportunities it provides, you can still earn a concentration in Business Intelligence which gives you exposure to tech and an added skill set that is very valuable to employers... Also, **take part in the recruiting process sophomore year.** Even if you don't want an internship for the summer, the experience and going through the motions with recruiters is very valuable moving forward.

Olivia Mogaka



Why... because I feel exhilarated when I work on a challenging project for a long time then get the chance to present my findings. I knew I would get the chance to work on multiple high-level projects and present in front of really distinguished people that are experts in their various fields.

Best Parts... It's practical. I already used some of the things (readings and frameworks) we learned in class during my case preparations and group projects.

What's next... I worked at IBM and did consulting type of work through the Talent Management Group. My dream for a long time has been to work at McKinsey. I would also be extremely happy returning to IBM.

Advice... Check out externships that companies offer. I found out a bit too late about some really exciting opportunities to spend about a week in different companies because I didn't **utilize Go Irish early enough. Similarly, the consulting treks that the Career Center organizes are really helpful.** By going into a company's office and listening to employees talk about their experiences, you (as a sophomore) can learn much more about the company culture and evaluate whether you'd make a great fit in the firm than you would by visiting their websites.

Ryan Gannett



Why... Great foundation of problem solving and leadership skills that would be applicable to any field. I was considering all of the business majors but it came down to marketing and management and I thought management would offer a wider variety of classes and give me a foundation in all of the business disciplines.

Best Parts... Very hands on. Many of the classes are based around solving real problems and finding creative solutions.

What's next... I actually launched my own start up, Somni, that is focused on improving sleep habits on college campuses; I put my education to work right away. I worked at a summer camp the last two summers and I'm hoping to work at a design thinking firm, IDEO, Doblin, D2M, or Innovation Strategy Labs.

Advice... Picking a major is not the most important decision you'll make in your life. Pick a major that you're interested in and you will enjoy waking up and going to class. Your major won't get you a job - the type of person you are, your work ethic, and your values will.

Rachel Kubasak



Why... I ultimately decided on consulting because of the wide range of experience I would get in the business world even before I graduated. **Doing consulting cases in classes and taking a broader strategic approach to classwork exposed me to a wide range of industries,** and I feel that I can go a lot of directions in the business world after I graduate because of this.

Best Parts... The best parts of the major are definitely the hands-on consulting work... I loved that I got to work on a lot of different projects in a short period of time, and then present my ideas and my work. I like public speaking and the fast-paced nature of consulting, and the classes here really reflect those parts of the industry which is great.

What's next... I'm focusing on firms that specialize in a certain area so that I can get some hard skills in either finance or IT at the same time I'm developing my consulting career. On a completely different note, I'm also applying to law schools. I already got into UCLA, so I'm waiting to see how my other applications turn out!

Advice... take your future internships very seriously. Think carefully about where you want to intern, because it really is a trial run for a future full-time job.

Ignacio Olarra



Why... I chose Management Consulting based on the problem-solving skills and the overall vision of a company it gives you.

Best Parts... **The practical skills that you learn and the interactive classes.** The major gives you skills that are very important like public speaking, teamwork, and problem-solving skills...In addition, I believe that the Management Consulting classes give you the opportunity to learn and apply what you learn in the classroom through interactive ways.

What's next... I have interviewed with companies in the Consulting industry (BCG, Accenture, KPMG, A&M) and in the Consumer Goods industry (Kraft Heinz, Procter & Gamble, Luxottica).

Advice... **start to build your network, make yourself stand out to those companies, and start practicing for case interviews...** There are numerous resources that Mendoza and the University offer in order to get to know people from different companies...some of the events that were very helpful for me are Case Competitions, in which you can achieve these two goals.

Eric Moser



Why... Allows me to think similarly (as a manager, owner, decision maker), but while learning skills that were immediately useful.

Best Parts... My first class was BPS and I fell in love with the idea of bringing a fresh perspective to an old or common problem. **Consulting allows you to think through a number of different lenses, utilize a number of technical skills (accounting, data analysis, finance) we learn here, and more importantly apply them to real business problems.**

What's next... I've focused my search mostly on consulting, sales, and marketing positions. Most of the jobs I've interviewed extensively with are offering positions in management development programs, usually starting in sales.

Advice... Don't get locked into a viewpoint of what you want to study or do after you graduate. Opinions change constantly and so do peoples' dream jobs or locations. **Talk to as many graduates, faculty, and advisors as you can. They actually know what they're talking about.**

Management Consulting.

What are
you
looking
for in a
major?



Wendy Angst
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