

How To Get Job Consulting

Steve Shu

How to Get a Job in Consulting Stephen Pidgeon, 2013 The goal of this book is to help you get a job with a top management consulting company. Its primary audience is current and prospective MBA students, although it should also be very useful to anyone going through one of the other channels into consulting, including undergraduate recruiting and experienced hires. It gives candidates an in-depth, insider look at the entire process of recruiting, including how to get the most out of on-campus events, how to network, how to prepare for interviews, and how to succeed in interviews. Why should you listen to me (or buy this book)? I believe I'm in a fairly unique situation that gives me a lot of insight into consulting recruiting. I've been through it as a student, a consultant, and now a career coach at Tuck, a top Business School, where it's my job to counsel students and help them get their dream consulting job. Each year I provide personal counseling and coaching to over a hundred students who are trying to get a job in consulting. Many of the students I've counseled are now working at top consulting companies like McKinsey, Bain and BCG or are headed there soon. I also work closely with recruiters to help them achieve their goal of hiring the best candidates. Part of my job is to understand the nuances between firms, and to keep abreast of how each firm runs its recruiting and interviewing process. I do this by maintaining close relationships with both senior consultants and recruiting staff at each firm and regularly talking with them about these issues.

How to Get Into the Top Consulting Firms Tim Darling, 2009

Case Interview Secrets Victor Cheng, 2012 Cheng, a former McKinsey management consultant, reveals his proven, insider's method for acing the case interview.

Consulting Success Michael Zipursky, 2018-10-16 How can you take your skills and expertise and package and present it to become a successful consultant? There are proven time-tested principles, strategies, tactics and best-practices the most successful consultants use to start, run and grow their consulting business. Consulting Success teaches you what they are. In this book you'll learn: - How to position yourself as a leading expert and authority in your marketplace - Effective marketing and branding materials that get the attention of your ideal clients - Strategies to increase your fees and earn more with every project - The proposal template that has generated millions of dollars in consulting engagements - How to develop a pipeline of business and attract ideal clients - Productivity secrets for consultants including how to get more done in one week than

most people do in a month - And much, much more

Hacking the Case Interview Taylor Warfield, 2017 To land a management consulting job at any of the top firms, including McKinsey, BCG, Bain, Deloitte, L.E.K., Oliver Wyman and Accenture, you must get through several rounds of case interviews. Whether your interview is in a few weeks or even tomorrow, this book is written to get you the maximum amount of knowledge in the least amount of time. I cut out all of the filler material that some other consulting books have, and tell you everything that you need to know in a clear and direct way. With this shortcut guide, you will: Understand and become proficient at the nine different parts of a case interview, and know exactly what to say and do in each step Learn the only framework strategy that you need to memorize to craft unique and tailored frameworks for every possible case scenario Gain knowledge of basic business terms and principles so that you can develop an astute business intuition Acquire the skills to solve any market sizing or other quantitative problem Uncover how to differentiate yourself from the thousands of other candidates who are fighting to get the same job you are Practice your case interview skills with included practice cases and sample answers Also visit HackingTheCaseInterview.com for a one-week online crash course to pass your upcoming interview.

Consulting 101 Lew Sauder, 2010-11 Consulting firms hire bright people directly out of college or with industry experience to help their clients solve business problems. In addition to business knowledge, new consultants also need to know skills such as: - Client relationship management - Expectation Setting - Effective communication - Selling consulting services - Successful career management techniques Consulting 101 provides you with 101 useful tips to optimize your professional performance and jump-start your consulting career for success.

Technology Consultant Fast Track Eetu Niemi, 2021-03-28 Jumpstart your IT job search and land your dream job while your peers are still freshening up their resumes! Proven techniques to land your dream job as a high-paid IT consultant - you don't want to miss these, if you are serious about a career in IT! Answers to IT consulting career questions most people fail to ask; actionable advice and real-life stories from seasoned IT consultants! As a fresh graduate looking for your first job, if you just do what almost everybody else is doing... you will land a hellhole job with lousy pay, long hours, nasty coworkers, and exclusively clients from hell (because you thought it was your only option to go forward in your career). If you are serious and can apply simple instructions, this book can help you become a high-paid IT consultant in your dream job by the end of the month! If you already have your first or second job in the field of IT, or even have 20 years of work experience, this book will tell you what a great option a career in IT consulting can be. With this book, you can find out why your current job is not satisfying your career aspirations and turn your career around for the better! Containing lessons from a PhD with 12 years of experience and 15 000 billable hours from Accenture and Coala, this is the book movers and shakers in the IT industry are talking about. Recommended by university professors, last-year students, as well as seasoned consultants. Even my mom says

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The Pyramid Principle Barbara Minto, 2021 This book reveals that the mind automatically sorts information into distinctive pyramidal groupings. However, if any group of ideas are arranged into a pyramid structure in the first place, not only will it save valuable time and effort to write, it will take even less effort to read and comprehend it

The Consulting Apprenticeship Steve Shu, 2015-07-16 The Consulting Apprenticeship is written for business professionals and consultants with a focus on nuances passed on during apprenticeship regarding consulting delivery. Business professionals can benefit with a jump-start approach to applying consulting principles to their business. Designed for the busy professional, The Consulting Apprenticeship is a book of forty, quick-read ideas. These forty, short chapters are divided into four sections: Consulting Mindset - This section covers consulting ways of thinking and can be adopted by both company personnel and consultants. Consulting Techniques - This section covers specific tactics and toolkit methods when using consultative approaches in the trenches as either a company- or consulting firm-practitioner. Consulting Mastery - This section covers advanced perspectives on consulting and may be more useful to either company personnel evaluating consultants or mid- to senior-level consultants. Consulting Special Situations - Whereas the prior sections are applicable to a

wide variety of situations, this section covers more infrequent, specific business situations involving consultative approaches in the trenches as either a company- or consulting firm-practitioner. Each chapter of the book concludes with an optional, takeaway exercise. The exercises vary widely in terms of level of involvement. For example, in some cases you can refer to online material. In other cases, you can engage in deeper thinking or apply the concepts over an extended period of time. However you choose to use this book, consulting mastery is a lifelong pursuit. I hope this book helps you with your journey.

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Steve Shu has written a hands-on, highly practical guide for new management consultants and internal corporate business strategists alike. So many projects fail because they do not practice the basic consulting project management hygiene Steve describes in chapter 11. If you are new to the trade and want to greatly increase your chance of delivering successful consulting projects, read this book. - Robert Reppa, Vice President Strategy at Johnson Controls and former Partner at Booz & Company

Steve Shu has written a Rosetta Stone for both new and experienced consultants. Filled with forty power-packed ideas and practical chapter takeaways, Consulting Apprenticeship is structured for busy executives to easily digest each concept. A must read for those who seek to go beyond the shallow bromides of the consulting profession, and hone their skills with deeper, more meaningful approaches. - Adrian C. Ott, Award-winning author of The 24-Hour Customer, and CEO, Exponential Edge Inc, called One of Silicon Valley's most respected strategists by Consulting Magazine

Vault Career Guide to Consulting Eric Chung,2008-02-07 Whether you are considering a career in consulting but don't know where to start or changing jobs within the industry, the Vault Career Guide to Consulting offers an inside look at the industry and teaches you the ins and outs of the world of consulting. What You'll Find Inside: New trends in the consulting industry, The skills you'll need, Life on the job: culture, lifestyle, hours and more, What to ask during the interview. Book jacket.

Case in Point 12 : Complete Case Interview Preparation Marc Cosentino,2024

Keys to the C Suite Mark James,2018-01-11 If you're stuck in a dead-end job, afraid to transition into something bigger

and better, not knowing what your next move should be, or just terrified going on job interviews, then I have the solutions for you. So, if you are ready to unlock those doors of uncertainty, fear and confusion, please read on. You're just one key away from success! We are here, ready, willing and able to help you Navigate and Execute Your Executive Career Path Success with the Keys to the C Suite...

The Consulting Economy Jonathan Dison, 2017-05-15 When you hear the term consultant, you most likely conjure up images of suits instructing high-level management on strategy. But the trade of consulting is so much more--and so much bigger--than you might imagine. In fact, the \$425 billion industry is on pace to double in the near future, meaning a majority of professionals will one day be consultants instead of employees. Luckily, if you have marketable skills and an entrepreneurial spirit, you can join this booming business now and build the profitable and flexible career you've always wanted. In *The Consulting Economy*, Jonathan Dison, founder of Lightrock Consulting and BenchWatch.com, explores the realm of consulting, teaching both aspiring and experienced consultants, contractors, and freelancers how to find a niche within their industry, start a business, develop a clientele, maximize income, and create a career that is vibrant, challenging, and rewarding. Whether you're a millennial just starting out, a midcareer worker looking to spend more time with family, or a retiree hoping to find a new vocation, *The Consulting Economy* will give you the tips and tools you need to successfully transition into the world of consulting, maximize your wealth and profitability, and begin enjoying the freedom and excitement of working for yourself.

MBA Coffee Chats Bob Manfreda, Adam Putterman, 2021-07-27 Thousands of people who have come before you have already figured out how to have an amazing and valuable MBA experience. Instead of reinventing the wheel (and making less than the most out of a crucial opportunity), allow us share what the most successful students have already learned. As one small example: contrary to what you might have experienced in university, acing every class in your MBA is evidence of bad time management. What!? To make the most of your time, you should be heavily over-investing in your field of interest - doing extra projects, developing relationships, going above and beyond - while doing the passable minimum elsewhere. We wrote this book to share everything that we wish we were told before starting our MBAs at Kellogg and Stanford. In addition to our own experiences, we've interviewed hundreds of other successful graduates, compiling their most impactful lessons into this book. We get it. You're busy. But this is a quick read. It's 110 pages. You can read it in an hour, and it's likely to add tens of thousands of dollars worth of value to your MBA experience. (If you don't believe us, look at the editorial reviews from our early readers, just down below.) Topics covered include: What are the classes and academics like? How can I remember everything important? What's the best thing you did in school? What does a week look like? Should I get a club leadership role? When should I quit my pre-MBA job? How do I find a pre-MBA internship? How can I figure out what job I want? Should I start a business? And more. These aren't soundbite answers. These are truthful deep-dives from students who have been

there, wrestled with the tradeoffs, suffered the consequences, and are sharing their best take with you. This book isn't about getting into an MBA program. You've already done that. This is for Admits and first-years who want to make the most of it. It's a special and unique two-year period in your life and career. You should go into it prepared with a plan. This book will help.

College2Consulting Charles Benkendorf, Reed Walker, 2011-09-09 College2Consulting prepares you for the grueling and unique management consulting recruitment process. Anecdotes from dozens of consultants at top-tier firms show you how to stand out before, during, and after the interview, ultimately leading to offers from your favorite firms. This book provides a great overview of consulting and definitely helps in positioning yourself to earn an offer with a great consulting firm - Booz & Company Consultant This is the only book in the business that comes from a student's perspective. It's very helpful for someone who doesn't have any background in how to get a consulting job - McKinsey Business Analyst This book should be THE book you read if you are planning to go through the recruitment process in consulting and want to know how to survive every step of the process. Not only did it provide detailed tips, the book was in every aspect highly relevant and accurate - L.E.K. Consulting Associate In this competitive industry, it's not enough to ace the case interview. C2C offers a holistic approach to consulting recruitment. From the preparation process to the paper process to the people process, C2C details effective strategies every step of the way. Preparation - Don't procrastinate; simple preparation tips to help you succeed Info Sessions - Forget elevator pitches and stand out in a memorable way Resumes - Grab recruiters' attention by quantifying your accomplishments Cover Letters - Discover strategies from real cover letters that landed interviews Fit Interviews - Impress industry veterans by preparing for common questions Case Interviews - Learn to develop frameworks instead of relying on canned ones C2C's authors recently went through consulting recruitment and have an intimate understanding of every facet of the process. To add perspective, the authors also interviewed managers, consultants & analysts from the firms below: Accenture Boston Consulting Group Booz & Company Deloitte McKinsey & Company L.E.K. Consulting PricewaterhouseCoopers Together, the team has helped dozens of students land jobs at top consulting firms. About the Authors Charles Benkendorf, C2C author and founder, is a former associate at L.E.K. Consulting, a global strategy consulting firm. He started writing College2Consulting shortly after his consulting recruitment experience in 2008, when he noticed how many people struggled through recruitment; existing resources were too focused on case interviews and did not cover the overall recruitment process. Charles teaches private classes covering the consulting recruitment process from start to finish and provides mock interview services at Northwestern University. He has also taught multiple primers on consulting recruitment at both University of Chicago and Northwestern University in winter and fall 2011. He currently works as a Business Analyst at Ustream.tv, the leader in live streaming video. Reed Walker, C2C author, co-founder, and marketing director, is currently a consultant at Avascent, a strategy consulting firm specializing in developing growth strategies for

firms doing business with government customers. At Avascent, Reed is also Avascent's recruitment lead for Duke University and has supported recruitment efforts at Georgetown, Stanford, and WashU conducting resume screens as well as 1st/2nd round interviews. Shannon Clark, C2C editor and co-founder, has published two books, currently works at Abbott Laboratories, and specializes in human factors design and usability of products and websites.

The Unspoken Rules Gorick Ng, 2021-04-27 Named one of 10 Best New Management Books for 2022 by Thinkers50 A Wall Street Journal Bestseller ...this guide provides readers with much more than just early careers advice; it can help everyone from interns to CEOs. — a Financial Times top title You've landed a job. Now what? No one tells you how to navigate your first day in a new role. No one tells you how to take ownership, manage expectations, or handle workplace politics. No one tells you how to get promoted. The answers to these professional unknowns lie in the unspoken rules—the certain ways of doing things that managers expect but don't explain and that top performers do but don't realize. The problem is, these rules aren't taught in school. Instead, they get passed down over dinner or from mentor to mentee, making for an unlevel playing field, with the insiders getting ahead and the outsiders stumbling along through trial and error. Until now. In this practical guide, Gorick Ng, a first-generation college student and Harvard career adviser, demystifies the unspoken rules of work. Ng distills the wisdom he has gathered from over five hundred interviews with professionals across industries and job types about the biggest mistakes people make at work. Loaded with frameworks, checklists, and talking points, the book provides concrete strategies you can apply immediately to your own situation and will help you navigate inevitable questions, such as: How do I manage my time in the face of conflicting priorities? How do I build relationships when I'm working remotely? How do I ask for help without looking incompetent or lazy? *The Unspoken Rules* is the only book you need to perform your best, stand out from your peers, and set yourself up for a fulfilling career.

The Consulting Interview Bible Jenny Rae Le Roux, Kevin Gao, 2014

Cracking Case Interviews Jonathon Yarde, Max Serrano, 2020-10-08 Top consulting firms like McKinsey, BCG, and Bain only hire about 1% of their job applicants. Becoming a management consultant is difficult, but it is possible if you use a proven approach at each stage of the process. *Cracking Case Interviews* is a comprehensive one-stop shop for landing a job in consulting. This book will help you: Write the perfect consulting resume and cover letter that gets multiple interview invitations from top consultancies Learn the 7 different parts of a case interview and exactly what you need to do in each step Master maths tips and tricks to solve market sizing and other case interview questions quickly and accurately Discover the most commonly used frameworks in consulting and how you can use them for inspiration, without over-relying on them Practice with 5 full-length sample cases that are based on McKinsey, BCG, and Bain case interviews Prepare answers to behavioural interview questions, like Why consulting?, Why McKinsey?, or Tell me about a time you led a team. Max Serrano and Jonathon Yarde are former consultants and instructors at IGotAnOffer, the #1 website for case interview preparation,

which has helped place over 2,000 applicants in consulting careers since 2015. This book translates the countless hours the authors have spent coaching undergraduates, MBAs, PhDs, MDs, JDs, and experienced hires on their consulting applications.

Consulting on the Side Mary F. Cook, 1996-04-15 Build a thriving business while holding down a full-time job. Do you yearn to strike out on your own, take charge of your destiny, and create a better, more independent lifestyle for yourself? Read this book and learn how to start your consulting business while you still have the security of a regular job. Consulting on the Side is for the professional who longs for independence but can't simply walk away from a steady paycheck and company health benefits. Successful consultant and business author Mary F. Cook shows you how to build a thriving consulting practice gradually, without leaving your full-time job. Drawing upon her own experiences and those of others who established successful consulting practices on the side, she covers all the bases and offers sound, practical advice on everything from logistics to finances, ethics to personal issues. You'll learn how to: * Build a healthy client base while working a 9-to-5 job * Market your services effectively without spending a fortune * Respond to outside clients while staying productive at your current job * Set fees and negotiate contracts * Handle non-compete agreements and conflict-of-interest issues * Develop an accounting/financial system that keeps your personal and business finances separate * Set up and run a home office * Learn to handle the stress of working two jobs * Know when the time is right to quit your job and become a full-time consultant Consulting on the Side helps you realize your dreams of financial independence without gambling with the job security you've worked so hard for.

The Professor Is In Karen Kelsky, 2015-08-04 The definitive career guide for grad students, adjuncts, post-docs and anyone else eager to get tenure or turn their Ph.D. into their ideal job Each year tens of thousands of students will, after years of hard work and enormous amounts of money, earn their Ph.D. And each year only a small percentage of them will land a job that justifies and rewards their investment. For every comfortably tenured professor or well-paid former academic, there are countless underpaid and overworked adjuncts, and many more who simply give up in frustration. Those who do make it share an important asset that separates them from the pack: they have a plan. They understand exactly what they need to do to set themselves up for success. They know what really moves the needle in academic job searches, how to avoid the all-too-common mistakes that sink so many of their peers, and how to decide when to point their Ph.D. toward other, non-academic options. Karen Kelsky has made it her mission to help readers join the select few who get the most out of their Ph.D. As a former tenured professor and department head who oversaw numerous academic job searches, she knows from experience exactly what gets an academic applicant a job. And as the creator of the popular and widely respected advice site The Professor is In, she has helped countless Ph.D.'s turn themselves into stronger applicants and land their dream careers. Now, for the first time ever, Karen has poured all her best advice into a single handy guide that addresses the most important issues facing any Ph.D., including: -When, where, and what to publish -Writing a foolproof grant application -

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How To Get Job Consulting Book Review: Unveiling the Power of Words

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Table of Contents How To Get Job Consulting

1. Understanding the eBook How To Get Job Consulting
 - The Rise of Digital Reading How To Get Job Consulting
 - Advantages of eBooks Over Traditional Books
2. Identifying How To Get Job Consulting
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an How To Get Job Consulting
 - User-Friendly Interface

4. Exploring eBook Recommendations from How To Get Job Consulting
 - Personalized Recommendations
 - How To Get Job Consulting User Reviews and Ratings
 - How To Get Job Consulting and Bestseller Lists
5. Accessing How To Get Job Consulting Free and Paid eBooks
 - How To Get Job Consulting Public Domain eBooks
 - How To Get Job Consulting eBook Subscription Services
 - How To Get Job Consulting Budget-Friendly Options
6. Navigating How To Get Job Consulting eBook Formats
 - ePub, PDF, MOBI, and More
 - How To Get Job Consulting Compatibility with Devices
 - How To Get Job Consulting Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of How To Get Job Consulting
 - Highlighting and Note-Taking How To Get Job Consulting
 - Interactive Elements How To Get Job Consulting
8. Staying Engaged with How To Get Job Consulting
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers How To Get
9. Balancing eBooks and Physical Books How To Get Job Consulting
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection How To Get Job Consulting
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine How To Get Job Consulting
 - Setting Reading Goals How To Get Job Consulting
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of How To Get Job Consulting
 - Fact-Checking eBook Content of How To Get Job Consulting
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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