

## **Executive Summary of Research Assessment #1**

As I developed my research, I focused on the career outlook of a management consultant. The areas that are covered in this research assessment include the job description, what management consultants actually do, the fields that are related to management consulting, and the management consultant and a successful one. My findings left me with some surprising aspects of management consulting.

## **Research Assessment #1**

**Date:** August 28, 2020

**Subject:** Management Consultant Career Outlook

### **MLA Citation(s):**

Allen, Terina. "This Is What It Takes To Become A Successful Management Consultant." *Forbes*, Forbes Magazine, 27 Feb. 2020, [www.forbes.com/sites/terinaallen/2020/02/26/this-is-what-it-takes-to-become-a-successful-management-consultant/](http://www.forbes.com/sites/terinaallen/2020/02/26/this-is-what-it-takes-to-become-a-successful-management-consultant/).

### **Assessment:**

Having joined the ISM program less than two weeks ago, I decided to finalize my field of study for this year as Management Information Systems and the career of management consultants. Prior to reading several articles, I knew that management consultants utilize data to make predictions and decisions for a business or client. I started my research by reading *This Is What It Takes To Become A Successful Management Consultant* by Terina Allen.

The first aspect of management consultants that this article discussed was the overall job description. I came to know that management consultants work with clients all over the world, from domestic and international organizations and/or companies. It also covered one aspect of the job that was unknown to me: the possibility of lots of travel. This is a huge benefit for me because I know I wouldn't be going to a single office and be doing a desk-job. With the added benefit of travel, management consultants tend to have a lot of "powerful relationships" and help them to gain a "supportive network" of professionals due to traveling and meeting new clients (Allen). One aspect of the job of management consultants that I didn't find surprising is the length of a workday, which can last long. The reason why I didn't find this surprising is because I like to work whether that be early in the morning or late in the night. Another hidden aspect that I discovered about management consultants, is the perpetual learning that

they go through. Again, this comes as no surprise, because I myself tend to learn new things and become self-taught in those skills prior to learning them elsewhere, like at school.

After delving into the overview of a management consultant, Allen goes into detail about what they actually do and some areas related to management consulting. Based on the article, there are three categories that management consultants fall into: functional expertise and specialization, objective analyses and assessments, and project management. For functional expertise and specialization, management consultants provide advice in various areas such as, strategic leadership, risk management, advertising and marketing, and much more. For objective analyses and assessments, management consultants act as third-parties who conduct research in order to provide their clients with “unbiased opinions and perspective on difficult matters and complex business problems and issues” (Allen). And for project management, management consultants work with leadership (both senior leadership and teams) to provide consulting services for “project implementation, execution, and measurement” (Allen). After looking into what Allen has said about the details about management consultants and their jobs, I can visualize myself as a management consultant who works as a project manager. This is due to the fact that I have had several years of experience at school through the Business Professionals of America club, where I led 3 different teams over the course of three years in the Broadcast News Production Team event.

Next, Allen discusses the distinctions between a management consultant and a successful management consultant. There are few skills that make a management consultant successful and they are: strategic/critical thinking, statistical analysis, and process improvement. These are just some of the skills that I will need to develop to become a successful management consultant. Also, these skills will better prepare me to “[analyze] issues, [diagnose] problems, [execute] substantial interventions and

[design] focused solutions” (Allen). Since I have a passion for mathematics, and have completed the AP Statistics course, I see it fit that I develop more statistical and analytical skills to pursue my aspiring career - the management consultant.

As I got a glimpse of what a management consultant does, I hope that my future experiences will lead me to this path.