Management consultants are professionals who are trained to solve problems, devise strategies, and improve the general health of their clients no matter what the industry. Management consultants help clients solve specific problems that are usually focused on the short-term, while strategy consultants research and develop strategies for attaining the long-term goals of the company. Companies hire consultants not only for their problem solving abilities, but also for their objectivity. Typically, consultants conduct research, analyze data, prepare reports, and present findings; less frequently a management consultant will become involved in the actual implementation of the plan. Profits are derived from fees to clients, which consequently break down into “billable hours.” In general, the work environment is fast-paced, stimulating, and involves long hours. Workweeks of between fifty to seventy-five hours are not unusual.

Management consultants tend to work in teams of three to four individuals with one person assuming the leadership role. Travel is another important aspect of a management consultant's professional life, as spending time with clients on the premises is an essential part of the consultant's responsibilities. If you are working on a management case, you may spend three to four days at the client's site. It is not unusual for a consultant to fly out every Sunday night and fly home every Friday night until the project is finished.

From the APSIA Career Director’s “International Careers Guide: Opportunities in the Field” Winter 2012

### Federal vs Commercial vs Non-Profit Consulting

**Federal Consulting:**
Work with U.S. Government agencies including the State Department, USAID, and DOD.

**Commercial Consulting:**
Work in the private sector as a consultant to companies across the board.

**Non-Profit Consulting:**
Work as a consultant on projects with not-for-profit companies and organizations.

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**Types of Consulting**
- Specialized/Boutique Consulting
- Management Consulting
- Public Sector Consulting
- Human Capital Consulting
- Independent/In-House Consulting
- International Development Consulting
- Economic Consulting
- Technology Consulting
- Political Risk Consulting
- Public Relations Consulting
- Marketing Consulting
- Legal Consulting
- IT Consulting
- Social Media Consulting
- Financial/Investment Consulting
- Environment & Energy Consulting

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**Student Organizations**
- Tufts Consulting Collective
- 180 Degrees Consulting Group
- Tufts Financial Group
- Fletcher Net Impact
- Fletcher Political Risk Group

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**On-Campus Recruiting (OCR)**
Full-time positions recruit in the Fall Semester of Senior Year Summer internships recruit in the Fall and Spring Semesters

**What does it entail?**
- On-Campus Interviews
- Resume Drops & Collections
- Information Sessions
- Job & Internship Fairs
- Off-Campus Recruiting Events in NYC, DC, LA and Boston

Find out more: [http://careers.tufts.edu/students/jobs/recruiting/](http://careers.tufts.edu/students/jobs/recruiting/)

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**Find out more about consulting here:**
Where can you consult?

IR students and alumni have interned and worked at consulting agencies around the globe.

The Big Five
- Accenture
- Deloitte
- Ernst & Young
- KPMG Consulting
- PriceWaterhouseCoopers

Public Sector Consulting Firms
- Abt Associates
- Booz Allen Hamilton
- CGI
- CSC

Development Consulting Firms
- Banyan Global
- Cambridge Consulting Corporation
- CDM Smith Inc.
- AMEX International

Management & Strategic Consulting Firms
- The Bridgespan Group
- Bain & Co.
- Boston Consulting Group
- LEK Consulting
- Mercer

Non-Profit Management Firms
- CARE
- Soros Foundation
- Ford Foundation
- Center for Justice and International Law

Political Risk Analysis Firms
- World Bank
- OPIC
- Eurasia Group
- Control Risks Group
- Kroll Associates
- J.P. Morgan
- Stratfor

Boutique Consulting Firms
- Charles River Associates
- ECO Consulting Group
- APCO Worldwide
- Intellilek

Corporate Social Responsibility Consulting Firms
- Anthesis
- Blu Skye Consulting
- Cadmus
- ICF Consulting

Energy Consulting Firms
- Arthur D. Little
- Douglas Westwood
- Concentric Energy Advisors
- Navigant Consulting
- Schlumberger Business Consulting

Environment Consulting Firms
- APEX
- Aspen Consulting Group
- Exponent
- Triumvirate Environmental

Political Consulting Firms
- Campaign Solutions
- The Eppstein Group
- Impact Politics
- SKDKnickerbocker

Online Resources
- IR Careers Website
- Tufts Career Center
- Jumbolobs

Application & Interview Procedures

The recruitment staff in the top management consultant firms play a major role in the application process. Interested candidates should inquire about each firm’s deadlines and forward resumes and cover letters accordingly. The traditional time-line starts with information sessions in the early fall and interviews beginning as early as October and concluding as late as April. Apply to a consulting firm earlier rather than later in the academic year, and always keep in mind that personal, professional, and alumni contacts can be very helpful when trying to get hired by a management consulting firm.

Depending on which firm a candidate is applying to, two to three rounds of interviews will be held. The first interviews are with one or two members of the recruitment team. Recruitment teams are comprised of line staff from varying levels that rotate on and off recruitment duty. One interview will usually be a “fit” interview and the other a “case” interview.

The “fit” interview is generally a discussion about the candidate’s background and experience. This part of the interview process offers the applicant an opportunity to demonstrate important characteristics such as leadership, innovation, and creativity through the stories and examples that he or she decides to discuss.

The “case” interview is highly structured. The applicant will be presented with a business problem and asked to provide a strategy and possible solution in 20-25 minutes. The interviewer is looking to see how the applicant analyzes a problem and how he or she attempts to solve the problem. The interviewer is not looking for technical expertise -- this is truly an evaluation of the applicant’s thought process and ability to analyze.

The interviewee should be prepared to demonstrate quantitative skills and highlight leadership skills, all while being a team player. Communication and interpersonal skills are paramount. Is the interviewee engaging and enthusiastic? Does he or she have the poise and sophistication to impress and persuade a client? The interviewers will be asking themselves whether or not they would feel comfortable having you present in front of a client.