Background: The consulting industry encompasses a wide variety of professional service organizations ranging from multinational, multifunctional firms with 100K+ employees to single-person entities, all offering a suite of client services aimed at improving clients' business performance. Most candidates think of “management or strategy consulting” as the most popular form of consulting, when in reality consulting firms and projects can run across all specific functional (e.g., IT, operations, human resources) and industry (health care, non-profit, environmental) spectrums.

Entry: Consulting is a highly competitive field to break into, with most employers requiring industry or functional expertise in addition to the following skills: project management, client management, problem solving, communication, analytical thinking, and flexibility. The most well-known firms, found on the Vault Guide’s Top 50 list, are also the most selective, so candidates are encouraged to look beyond the most popular targets. Candidates preparing to pursue jobs or internships at management consulting firms should be prepared for a grueling interview process, including several case interviews.

Trends: More and more consulting firms are pursuing candidates with highly specialized skill sets. Expertise in a particular area or industry may set candidates apart from the crowd. While the industry is still dominated by the major firms, IT has allowed smaller firms to be able to thrive in the marketplace. Since the larger firms recruit from established, top-tier business schools, smaller firms may present better opportunities for graduates. Two areas of consulting experiencing rapid growth are health care and sales force automation. The expertise in the function of IT systems will be necessary to capitalize on opportunities in these areas.

Job and Internship Search
Consulting Magazine – Careers: www.consultingmag.com/careers
Employment Crossing – Consulting: www.consultingcrossing.com
Consulting Career Quest: www.consultingcareerquest.com
MBA Exchange: www.mba-exchange.com
Carey Compass: https://c16-shib.symplicity.com/sso
Also: Individual firm websites

Industry Overviews, Tools, Research
Resources and News
The Vault Guide to Consulting*
Consulting Magazine: www.consultingmag.com
Management Consulting News: www.managementconsultingnews.com
Management Consulted: www.managementconsulted.com
AMCF Consulting Career Connection: www.consultingcareerconnection.org
Case Interview Prep
The Vault Guide to the Case Interview*
Case In Point: Complete Case Interview Preparation by Marc P. Cosentino (Burgee Press, Aug. 7, 2011)
Crack the Case: www.mbacase.com
Case Interview Secrets: www.caseinterview.com
Also: Individual firm websites

*Vault Guides can be purchased at various online retailers OR downloaded for free via Carey Compass. Once logged onto Carey Compass, click “VAULT guides –Career Insider” under “My Quicklinks.” You must create an account on the vault.com site using your JHU email address.

This Resource Guide is intended to provide an introduction to the industry and relay a sampling of the resources available to candidates. It is by no means comprehensive, nor intended to replace individual research based on specific job targets and/or career advising recommendations.
Leadership Firms

Industry Leaders
- Boston Consulting Group BCG (MA): www.bcg.com
- Bain & Company (MA): www.bain.com

Financial Services and Accounting
- Deloitte Consulting LLP (NY): www.deloitte.com
- PricewaterhouseCoopers LLP (NY): www.pwc.com

Health Care and Pharmaceuticals
- The Advisory Board Company (D.C.): www.advisory.com
- IMS Health Incorporated (PA): www.imshealth.com

Information Technology
- Booz Allen Hamilton (VA): www.boozallen.com

Events and Conferences
- NACVA and the CTI’s Annual Consultants’ Conference: www.thectiblog.com
- New York Consultants Conference: www.imca.org/conferences/nycc
- Lean and Six Sigma Conference: www.asq.org/conferences/six-sigma

Questions about the consulting industry?
Contact Christy Murray at christy@jhu.edu

Professional Associations

<table>
<thead>
<tr>
<th>Name</th>
<th>Function</th>
<th>Membership and Benefits</th>
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<tbody>
<tr>
<td>American Society of Quality (ASQ)</td>
<td>Increases the use and impact of quality in response to the diverse needs of the world</td>
<td>Student - $28, Networking, skills training, career and business opportunities</td>
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<tr>
<td><a href="http://www.asq.org">www.asq.org</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Project Management Institute (PMI)</td>
<td>Advocates for project management, offers certifications and training</td>
<td>Student - $32, Networking, career coaching, project management tools, leadership and volunteer opportunities</td>
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<tr>
<td><a href="http://www.pmi.org">www.pmi.org</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Institute of Management Consultants USA (IMC USA)</td>
<td>Promotes excellence and ethics in management consulting through certification, education, and professional resources</td>
<td>Student - $95, Networking, consulting resources, national conference</td>
</tr>
<tr>
<td><a href="http://www.imcusa.org">www.imcusa.org</a></td>
<td></td>
<td></td>
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<tr>
<td>Professional and Technical Consultants Association (PATCA)</td>
<td>Helps independent consultants connect with businesses</td>
<td>Affiliate - $50, Mentor program, knowledge base, idea sharing</td>
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<tr>
<td><a href="http://www.patca.org">www.patca.org</a></td>
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Networking
- Carey Consulting Club: www.careystudents.com/consulting
- Johns Hopkins Business and Consulting Club: www.jhbcc.weebly.com
- LinkedIn Consulting Industry: www.linkedin.com/skills/skill/Consultants

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