

# Management Consulting



Stern's approach to teaching consulting is as an effective way of thinking about businesses and solving business problems, skills that are applicable to any position both inside and outside the consulting industry. Consultants identify and adapt "best practices" to the firms that hire them, working on different projects across varied industries, usually having access to top executives in those firms. Consultants can be called on for their strategic, operational, industry, and financial expertise. This track is an excellent complement to a concentration in management as well as other areas such as finance, marketing, and accounting.

## Track Champion

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KMC 7-52

Because consultants gain exposure to many organizations across many industries, they are well positioned to observe patterns and become aware of "best practices" tied to various market positions and structures. Consultants must also have an understanding of the constraints of applying a "best practice" in a context that has different features from the context in which the "best practice" was identified. Also as a result of their vantage point, consultants are sometimes able to perceive changes in industry or general market conditions slightly ahead of a leader inside of one organization in one industry. As they seek to identify the most critical factors constraining organizational performance, consultants triangulate among operational, market, financial, organizational and cultural issues.

Students who select this track develop a number of core skills, including data analysis, and problem solving, peer leadership, as well as written, verbal, and visual communications. With an appropriate choice of elective courses, this track provides in-depth preparation for careers in management consulting, strategy consulting, economic consulting, healthcare consulting and information technology consulting.

**Important note:** Students must fulfill all required prerequisites for any course listed. For information regarding course prerequisites, please refer to the Undergraduate Bulletin ([www.stern.nyu.edu/bulletin](http://www.stern.nyu.edu/bulletin)) and for College of Arts and Science courses (<http://cas.nyu.edu/page/majorminors>).

## Prerequisites

- Stern Business Tools: [Microeconomics (ECON-UB 1), Statistics for Business Control & Regression/Forecasting Models (STAT-UB 103 or STAT-UB 1 & STAT-UB 3), Principles of Financial Accounting (ACCT-UB 1)]

## Essentials

- Management and Organizations (MGMT-UB 1)
- International Studies Program (MGMT-UB 11)
- Strategic Analysis (MGMT-UB 18)

And one of the following\*:

- Data Driven Decision Making (MKTG-UB 54)
- Dealing with Data (INFO-UB 46)
- Data Mining for Business Analytics (INFO-UB 57)

## Advanced Electives

Four courses from the following list:

- Casing Method: Data Analysis and Presentation (MULT-UB 5)
- Competitive Analysis (ECON-UB 15)
- Financial Statement Analysis (ACCT-UB 3)
- Equity Valuation (FINC-UB 41)

- Mergers, Acquisitions and Restructuring (FINC-UB 50)
- International Business Management (MGMT-UB 4)
- Managing People and Teams at Work (MGMT-UB 7)
- Managing Innovation (MGMT-UB 8)
- Managing Change (MGMT-UB 25)
- Operations Management (OPMG-UB 1)

\*You can take more than one of these classes. Taking one of these classes meets Essentials requirements and any additional courses taken from this list fulfills Advanced Elective requirements