Management Consulting

Management consultants are service providers that help organizations more efficiently achieve their objectives. Consultants evaluate the current state of the organization and identify opportunities to improve performance by altering firm policies, practices, organizational structures and/or infrastructure.

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 will develop a number of core skills, including data analysis, 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, information technology consulting, data-driven operation, public sector data analysis and social sector data analysis.

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) and for College of Arts and Science courses (http://cas.nyu.edu/page/majorminors).
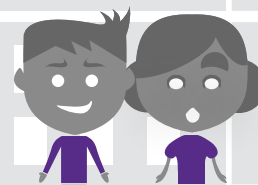
Track Adviser

Sonia Marciano
All queries regarding the track should be made in person to Professor Marciano during her office hours and not by email

Office Hours:
Wednesdays from 11-1pm in Tisch 703

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)
- Decision Models (MULT-UB 7)
- Strategic Analysis (MGMT-UB 18)

Advanced Electives

Four courses from the following list:

- Competitive Analysis (MULT-UB 15)
- Financial Statement Analysis (ACCT-UB 3)
- Corporate Finance (FINC-UB 7)
- Database Management Systems (INFO-UB 46)
- Data Mining for Business (INFO-UB 57)
- International Business Management (MGMT-UB 4)
- Managing Innovation (MGMT-UB 8)
- Managing Change (MGMT-UB 25)
- Negotiation and Consensus Building (MGMT-UB 30)
- Growth Strategy and Management (MGMT-UB 35)
- Data Driven Decision Making (MKTG-UB 54)
- Advanced Decision Models (MULT-UB 16)
- Operations Management (OPMG-UB 1)
- Introduction to Computer Programming (CSCI-UA 2) or Introduction to Computer Science (CSCI-UA 101) or Data Structures (CSCI-UA 102)