Resources for Exploring Careers in Consulting

This information is to help you start exploring careers in consulting. It is by no means exhaustive, and you should definitely look for additional sources of information.

Consulting is a career in which you provide insight and expertise to clients with particular strategy, operational, or technical needs. The broadest version of this is management consulting in which you may work with professionals from many different industries. There are also industry-specific opportunities in consulting, focusing on engineering, economics, government, pharma, environment, and many others. Consulting firms are looking for talent from various backgrounds, no matter if it’s in social sciences, humanities, or STEM. Watch these introductory videos to learn more.

- General: https://youtu.be/3wPeND2gvqc
- Management consulting: https://youtu.be/-ZwQtlCNbRc
- Life science consulting: https://youtu.be/vll2ugMjN1g
- Environmental consulting: https://youtu.be/VCUKjAWhPJQ
- Technology consulting: https://youtu.be/uCnDF01cuBk
- Healthcare consulting: https://youtu.be/4aJ0B0R40H1g, https://youtu.be/zhZ9DLSz0c
- Economics consulting: https://youtu.be/pCQSLZSEUFE

In addition to consultant positions, consulting firms employ people in a variety of roles, including data scientist/analyst, economist, video producer, presentation designer, and training/professional development.

Compare Different Consulting Organizations

Economic
- Abt Associates*
- NERA
- Bates White Economic Consulting#
- Cornerstone Research#

Engineering
- Dewberry*
- ANSYS#

Environmental
- Ramboll Environ#
- Enviroscan
- MDB, Inc.*
- Barbara J. Goldsmith & Co.
- Center for Environmental Farming Systems*
- Product Stewardship Institute

Energy
- Tessella#
- Green Powered Technology
- Quanta Technology*

Federal/Public Sector
- Maximus
- CGI*
- Capgemini#
- KPMG*
- LMI

Financial Tech
- Capco#
- Prescio#
- FIS#
- RSM US*

Global Health
- Global Health Strategies#
- John Snow, Inc.
- Insight Global Health*

Human Capital
- FMP Consulting
- CACI
- Insperity*
- Emerson Human Capital Consulting

International Development
- ICF*
- Agrifood Consulting International
Compare Different Consulting Organizations cont.

<table>
<thead>
<tr>
<th>Life Science &amp; Healthcare</th>
<th>Management/Strategy</th>
<th>Social Sciences</th>
<th>Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pricespective*#</td>
<td>Bright Leaf*</td>
<td>ReD Associates#</td>
<td>Clarkson Consulting*</td>
</tr>
<tr>
<td>Clearview#</td>
<td>Eagle Hill Consulting</td>
<td>Aon*#</td>
<td>Booz Allen Hamilton#</td>
</tr>
<tr>
<td>Nuventra*#</td>
<td>Accenture#</td>
<td>MSS#</td>
<td>Atos#</td>
</tr>
<tr>
<td>LEK Consulting#</td>
<td>Bain#</td>
<td>Eurasia Group</td>
<td>DXC</td>
</tr>
<tr>
<td>Mathematica Policy Research#</td>
<td>Boston Consulting Group#</td>
<td>Control Risks#</td>
<td>Unisys*#</td>
</tr>
<tr>
<td>Quintiles Advisory</td>
<td>Charles River Associates</td>
<td>Aon*#</td>
<td>Avanade#</td>
</tr>
<tr>
<td>Scione LLC*#</td>
<td>Deloitte#</td>
<td>McKinsey#</td>
<td>BM Global Business Solutions#</td>
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<td>Evidera*#</td>
<td>Ernst &amp; Young#</td>
<td>ReD Associates#</td>
<td>BM Global Business Solutions#</td>
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<td>McKinsey#</td>
<td>Insitum</td>
<td>BM Global Business Solutions#</td>
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<td>PwC#</td>
<td>Social Science Insights</td>
<td>BM Global Business Solutions#</td>
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</tbody>
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Political Risk

- Control Risks#
- Aon*#
- Eurasia Group#

Policy/Nonprofit

- Duff & Phelps
- Results for Development

* = in the Raleigh-Durham area;
# = history of sponsoring visas from myvisajobs.com

Tip: search LinkedIn or Google Finance for these employers, and look for the section on related companies to help you identify others.

Recruitment for Management Consulting

For some companies, Bachelor's and Master's candidates are recruited separately from PhDs. If you are pursuing a Master's degree, consulting companies expect your cover letter to contain information about why you decided to pursue a Master's. Consulting firms with branches around the world may also have different recruitment pipelines for international students looking to move out of the United States.

Read Additional Consulting and Career Resources

- Consulting Magazine
  http://www.consultingmag.com/
- McKinsey Quarterly
  http://www.mckinsey.com/quarterly/overview
- Read through a list of top consulting firms in the US
  http://www.stormscape.com/inspiration/website-lists/consulting-firms/
- Read through a list of consulting firms based in North Carolina
  http://www.consultingbench.com/consulting-firms/location/North%20Carolina
- Brush up on the history of consulting and the largest consulting firms
  https://www.amazon.com/dp/B004OC072G/ref=dp-kindle-redirec?encoding=UTF8&btkr=1
- Firmsconsulting podcasts and videos:
  https://www.firmsconsulting.com/
- Videos of discussions on careers in business and consulting for humanities and social science PhDs (https://youtu.be/BK6BwaMiGfu) and science and engineering PhDs (https://youtu.be/z2NOJn7LxaY)
- Consulting: panel discussion and professionals' career stories on Versatile PhD
  https://gradschool.duke.edu/professional-development/access-versatile-phild
Meet Consulting Professionals to Talk About Opportunities and Their Careers

- Career Center events and employer information sessions
  http://careerconnections.duke.edu/
- Society of Professional Consultants
  http://www.spconsultants.org/
- Contact Duke alumni and other professionals in consulting for informational interviews
- Reach out to Duke alumni on LinkedIn
  https://youtu.be/TWQXna9dteE
- LinkedIn Groups: PhD to Consulting; Strategy Consulting Network; Environmental Consulting Professionals

Build These Specific Skill Sets and Highlight Them When Applying

Tip: Particular jobs may not require all of these skill sets, so find out from online resources and professionals you meet which of these skills sets are most relevant.

- Communication: talk with stakeholders of all backgrounds and levels; walk clients, coworkers, and supervisors through a logical argument; speaking in front of groups; disagree politely; tactful persuasion
- Leadership: take ownership of your ideas and contributions; fearless regardless of a company's hierarchy; management; emotional intelligence; take initiative; coordinate projects; strategic thinking
- Analytical skills: solve problems; meticulous; creative approaches; quantitative skills; research problems; comfort with uncertainty
- Curiosity: ask questions; learn quickly
- Flexibility: speed and agility; change projects quickly; patience; learn quickly; tenacity; work under stress
- Collaboration: interdisciplinary/cross-functional teams; diverse experiences; team-building reliable; anticipate needs
- Accomplishment: achievement-oriented; results-driven; work under deadlines
- Basic business principles: understanding practicalities of time and money; business judgment; global perspective

Gain Experience

Tip: You can gain experience in many ways that involve different amounts of time investment.

- APD Consulting Club for graduate students
  https://sites.duke.edu/dukeapdconsulting/
- Duke Consulting Club for undergraduates
  https://sites.duke.edu/dukeconsultingclub/
- Join a pro bono consulting project for local nonprofits through DISI
  http://www.disiduke.org/
- Lead or participate in a group research project through Bass Connections
  https://bassconnections.duke.edu
- Participate in recruitment weekends, such as Bridge to BCG
- or McKinsey’s Insight Program
  https://www.mckinsey.com/careers/students/insight/insight-engineering-and-science
Gain Experience cont.

Take courses at Duke Fuqua School of Business:
https://studentaffairs.duke.edu/career/resources#gradclasses

- Stay up-to-date on the latest business, research and technology trends in your field by reading business journals, academic papers, and industry websites
- Improve your public speaking skills with Toastmasters
- Take classes in improv to become a better team member

Practice Case Interviewing

Tip: You may need to practice 20-30 cases with a partner or consultant in order to prepare for the interview

- Intro to case interviews
  https://mconsultingprep.com/case-interview/
- Video tutorials from Duke APD Consulting Club
  https://www.youtube.com/channel/UCp3dWn0rmc4njthmXJqnNKQ
- Practice case questions
  http://www.caseinterview.com/
  http://www.consultingcase101.com/
- Case In Point
  https://www.amazon.com/Case-Point-Complete-Interview-Preparation/dp/0986370711/ref=dp_ob_title_bk
- Crack the Case
  https://www.amazon.com/Crack-Case-System-Complete-Interview/dp/0974442844/ref=sr_1_1?ie=UTF8&qid=1425490738&sr=1-1
- Contact current consultants to ask for practice with case interviewing

Consulting Job Search Tools

Consider: what are the common skills required by jobs and internships?

- Consulting companies in NC
  http://www.consultingbench.com/consulting-firms/location/North%20Carolina
- List of largest consulting firms
  http://www.stormscape.com/inspiration/website-lists/consulting-firms/

Jobs and events hosted by the Duke Career Center

CareerConnections https://studentaffairs.duke.edu/career/online-tools-resources