

Careers in Consulting For Liberal Arts Majors

Consulting is a business area in which professionals serve as advisors and problem solvers for companies, organizations and governmental entities. Consulting firms generally fall under one of the following categories:

Systems or Information Technology

Consultants help clients use or adopt new technologies. This may include design, development, implementation, maintenance and operation of technology systems.

Skills Required:

Teamwork

Creative and analytical thought

Ability to travel

Leadership

Communication and interpersonal skills

Interest in working in Information Systems environment

Strategic Management (Process)

These consultants work with the “big picture” areas of business. Consultants must be people who understand processes of business. They may analyze business processes and enhance them to add value or innovation. This could include design, coding and testing of functional components of an Information System. Later in the career, the consultant may manage the delivery of business process solutions. Normally, employment in this area requires an advanced degree or several years in the business arena.

Operations

These consultants examine the inner workings of an organization. They discover and recommend ways a client can reach operational goals by cutting costs, restructuring departments, changing resource allocation, etc. Normally, employment in this area requires an advanced degree or several years in a specific business function.

Change Management

Consultants assist clients in managing change plans (especially with technological change) to achieve the desired outcomes of the change. These professionals should understand the interdependence of behavior, performance measures, culture and organizational make-up. They normally help train employees and help them cope with anxiety about new procedures. When the area of Change Management is technology, consultants may be involved with course development, functional interface design and user testing.

Skills Required:

Teamwork

Interpersonal Skills

Communication Skills

Analytical skills

Creative and analytical thought

Ability to travel

Leadership

Student Groups on Campus

The Undergraduate Business Consulting Association

<http://wehner.tamu.edu/ubca>

The Association of Information Technology Professionals

<http://cmis.tamu.edu/aitp>

Entry Level Salary for Liberal Arts

Grads

Entry Level Salary for Liberal Arts - \$32,000 - \$35,000

What To Expect

- Travel – this means being staffed on projects around the country and possibly even around the world, not necessarily a great deal of travel within one week or one month.
- Long work weeks in the range of 50-80 hours per week
- Large organization
- Intensive training
- Need to be able to learn very quickly
- Normally use case method or behavioral interviewing techniques during the interview process

Potential Employers

McKinsey & Co.
Bain & Co.
Hewitt Associates
Boston Consulting Group
Monitor Co.
Price Waterhouse

Andersen Consulting
Arthur D. Little
Booz Allen & Hamilton
Mercer Management Consulting
AT Kearney
Mitchell Madison Group

Employers Recruiting Liberal Arts Majors at TAMU

Price Waterhouse
Ernst & Young
Andersen Consulting
Hewitt Associates

BSG Alliance
Boston Consulting Group
Castlemark Consulting
Bain & Co.
McKinsey & Co.

Resources

“Consulting Firms Are Hiring.” (Fall 1998). *Managing Your Career*. National Business Employment Weekly.