

careers in
strategic
management and
consulting



what is consulting?

Consultants and CEOs are generalists at heart. They need broad and deep expertise in the fields of finance, accounting, operations, quantitative mathematics and leadership. With well over 30 courses directly applicable to consulting and strategic management, MIT Sloan consistently produces leaders in the field.

"As a classic "career switcher" with no consulting background, I found the opportunities and community at MIT Sloan to be invaluable in preparing me for consulting. I got to recommend organizational initiatives to a rapidly-growing company on one project, and to develop a brand strategy for a non-profit on another. These experiences, combined with the strong curriculum and incredibly supportive student body, prepared me for a successful summer internship at a top consulting firm."

— Burt LaFountain, MBA '09

Summer Internship at Boston Consulting Group



Inside the Classroom

Strategy

- 15.013 Industrial Economics for Strategic Decisions
- 15.068 Statistical Consulting
- 15.220 Global Strategy and Organization
- 15.223 Global Markets, National Policies and the Competitive Advantages of Firms
- 15.769 Operations Strategy
- 15.834 Marketing Strategy
- 15.900 Strategic Management
- 15.903 Corporate Strategy and Extended Enterprises
- 15.904 Strategic Management II
- 15.912 Technology Strategy

Managerial Economics

- 15.018 Management and Policy in the International Economy
- 15.025 Game Theory for Strategic Advantage

Organizational Studies and Human Resource Management

- 15.318 Leadership and Change in Organizations
- 15.389 Global Entrepreneurship Lab
- 15.393 Technology and Entrepreneurial Strategy
- 15.665 Power and Negotiation

FACULTY RESOURCES



Michael A. Cusumano specializes in strategy and technology management in the computer software, automobile and consumer electronics industries. He works extensively as a consultant in software development and technology strategy, primarily for high-tech companies and in venture capital.



Robert S. Gibbons develops game-theoretic models of organizational design and performance. He served on the board of the Citicorp Behavioral Sciences Research Council.



Rebecca M. Henderson focuses on problems of strategy formulation, competition, research management and product development. She is now exploring the relationship between organizational capabilities, technology and competition in the pharmaceutical, IT and specialty materials industries.



Diane Green, former CEO of VMware, and a panel of their senior employees and MIT alumni addresses current MIT Sloan students at a visit to VMware.

Representative Employers

- > Bain and Company, Inc.
- > Booz Allen Hamilton
- > Boston Consulting Group
- > Deloitte Consulting
- > Diamond Consulting
- > General Motors
- > L.E.K. Consulting
- > McKinsey and Company
- > Microsoft
- > Nokia
- > OC&C Strategy Consultants
- > Parthenon Group
- > Pfizer
- > Siemens Management Consulting

Outside the Classroom:

The Management Consulting Club (MCC) is MIT Sloan's largest professional club. It educates and supports students interested in pursuing a career in consulting. MCC publishes the Case Interview Handbook—a compilation of interviewing tips and practice cases—and offers practice sessions and mock consulting interviews. MCC organizes a lunch-time speaker series, panel discussions, workshops, and various other events that aim to educate students and to build relationships with leading management consulting firms and corporate strategy departments.

MBA 2007 JOB FUNCTION



- In 2007 40% of MIT Sloan students pursued Consulting/Strategic Planning as a job function.

“After spending 5 years working in a number of different industries, I had a revelation: I am more excited by challenging project-based work than I am by any one industry. I decided to pursue a career in consulting. Using MIT Sloan’s extensive consulting resources- a consulting project integrated with the Core, career workshops, interview preparation classes, mentorship programs, and an active consulting club- I landed an internship and full time job with Bain and Company.

MIT Sloan’s recruiting resources, supportive student culture and stellar reputation with top consulting firms enabled me to seamlessly transition from IT management to strategy consulting.”

— Robin Lamb, MBA '08



want **more?**

<http://mitsloan.mit.edu/mba>