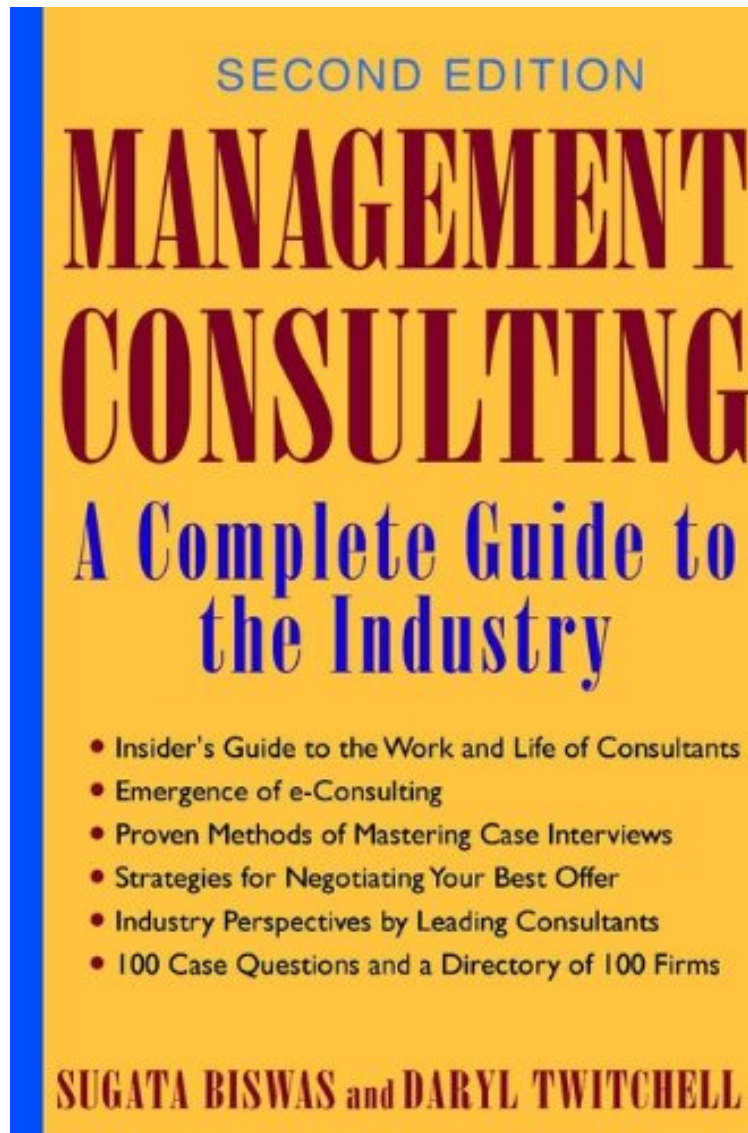


(Download ebook) Management Consulting: A Complete Guide to the Industry

Management Consulting: A Complete Guide to the Industry

Sugata Biswas, Daryl Twitchell
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Sugata Biswas, Daryl Twitchell : Management Consulting: A Complete Guide to the Industry before purchasing it in order to gauge whether or not it would be worth my time, and all praised Management Consulting: A Complete Guide to the Industry:

5 of 6 people found the following review helpful. Outdated and not very helpful
By Customer
I purchased this book to get a better feel for what it is like to be a Management Consultant, if I had what it takes to get in to a good firm, and what I needed to do over the next 2 years of grad school to prepare. None of these questions were satisfactory answered by this book. A large chunk of the book are short essays by Management Consultants written in the 90s.

Some of them are OK, but the case studies they used were so vague that they were completely useless (don't use company names, don't give details of what changes were made, etc.). Also, they reference the rise of the internet and how great .com companies are (we all know how that ended). The rest of the book aims to explain the different industries and functions management consulting plays a role, goes over the steps for getting in to a target firm, and case interview Q/A. This is somewhat helpful, but it does not do a good job of any of this. For example, I read in several places on the internet that consulting firms consider your GMAT score important when you apply. This brings up many questions such as what are considered acceptable scores for most firms, how important are they, is it just important for getting the first interview, etc. This was not mentioned at all. A second example is that I am learning that a referral from a firm's manager is one of the best ways to get in to a target firm. This is also not covered at all in the book. In fact, about the only information in the book is mostly things you already know (or should know if you have spent even a small amount of time researching management consulting). Bottom Line: There are a lot of good books out there on Management Consulting and this is not one of them.

2 of 4 people found the following review helpful. If only we could put the tree back in the forest... By Michael L. Grifka This book is dedicated to general job seeking and interviewing techniques applicable to any employment situation. The chapter on consulting models and case questions is decent, but the remaining 200+ pages are irrelevant drivel that sheds little light on the inside machinations of a consulting firm, consulting positions, duties, expectations, and daily life. After spending a couple of hours reading this book, I feel no more prepared to approach leading firms for interviews than before I picked this title up.

0 of 3 people found the following review helpful. Really boring and dated. By Opinionater This book is boring and dated. I mean it's ok if you have absolutely no idea about business or consulting. So I suppose if you wanted to know about it then maybe the book is ok. But then again, you probably shouldn't be looking into consulting if you have absolutely no idea what it is.

The first complete resource on an ever-growing field, updated and expanded to reflect the impact of the New Economy on the industry. This unique A-to-Z resource provides a complete game plan for novice management consultants trying to break into the business along with expert guidelines for veterans looking to expand their services. Sugata Biswas and Daryl Twitchell cover all the bases, from the origins and history of the field to how to zero in on becoming established in one of the many unique specialties within the industry. They also provide a detailed directory of the top fifty consulting firms in the nation. This Second Edition features new and/or added information on such critical topics as the rapidly emerging field of e-consulting; consulting start-ups, incubators, and other New Economy enterprises; and an exploration of how increased competition for graduating MBAs is changing the consultant recruiting and hiring process. Sugata Biswas (Santa Monica, CA) is a management consultant with the Viant Corporation. Daryl Twitchell (New York, NY) is a management consultant with Front Line Capital Corporation.

From the Inside Flap Demand for qualified management consultants continues to rise as new positions open up every year. With tens of thousands of applicants vying for these coveted slots, however, the competition for them is fierce. Added to that, the preferred method of candidate selection, the case interview, is an excruciating challenge for even the most qualified applicants. If you want to prevail in this grueling contest, you must be very well prepared.

Management Consulting: A Complete Guide to the Industry, Second Edition guides you carefully through every phase of the management consulting job search process and gives you a leg up on the competition every step of the way. It provides an objective picture of the industry as a whole, shows you how to grab the attention of consulting firms that are virtually buried in resumes, and helps you navigate abstract and complex case interviews with confidence. More than 100 sample case questions prepare you to think on your feet during the case interview, and outlines of the 15 most common case frameworks help you shape your answers to fit the topic. You'll even find a directory of 100 consulting firms to help you start your job search. Plus, contributions from leading consultants from various sectors of the industry give you a feel for the business and help you discover how you can fit into it. This new edition features a revealing profile of the e-business segment of the consulting industry as well as considerable information on consulting to start-ups, incubators, and other new-economy enterprises. All salary information is completely updated, as are statistics on the industry and discussions of key trends affecting the management and recruiting practices of consulting firms. You'll also discover how to negotiate among your offers for the most attractive package. Whether you're a recent business graduate/MBA or an accomplished professional seeking a career change, you need all the help you can get to break into consulting. With Management Consulting on your side, you'll develop the background knowledge, interview skills, and absolute confidence you need to take the consulting industry by storm.

From the Back Cover "Consulting is all about client results. If you want to help change the strategic destiny of organizations, pursue a high-impact career, and ensure continuous learning, then this book is a must read to help you identify the firm that best suits you." -Thomas J. Tierney, Director and former CEO, Bain Company "This is the most comprehensive overview of the consulting industry to date. It is chock-full of useful information for students and professionals considering consulting as a career." -Robert F. Bonner, Director, MBA Career Management, The Wharton School "If graduating seniors read only one book on consulting, this should be it. Daryl and Sugata demystify the case interview and the

realities of the consulting field in an easy-to-read format. Their knowledge and personal insight is invaluable to the job seeker. Many of our students have read the book and successfully landed consulting jobs-this book is a real winner!"- Sheila Curran, Director, Career Services, Brown University "Strategic management consultants help clients perform markedly better in a world of rapid change. Consultants must constantly learn new skills, contribute to the intellectual capital of business, and build enduring relations with their clients. This book is an excellent window into the unparalleled opportunities consulting offers for personal and professional growth."-Carl W. Stern, CEO, The Boston Consulting Group "The perfect resource to educate job seekers about the myths and realities of consulting. This user-friendly book will teach you to nail your case interviews and land a consulting job. "-Liz Michaels, Director, Career and Placement Services, University of Chicago "This book is an excellent starting point for anyone contemplating a career in management consulting. My professional advice to you: Read this book!"-Wayne Cooper, Publisher, Consultants News, President and CEO, Kennedy Information Visit the authors' Web site at www.INSIDEConsulting.com

About the Author
SUGATA BISWAS has been a management consultant with some of the leading consulting firms in private, public, and nonprofit sectors including Accenture, IBM Global Services/The Wilkerson Group, RAND Corporation, and Viant. Mr. Biswas graduated from the University of Chicago with honors in economics and holds an MBA from the Yale School of Management. DARYL TWITCHELL was a management consultant with the international strategy consulting firm Mercer Management Consulting/CDI, and was a director in the Strategic Planning Group of American Express. He held senior management positions at American Express in strategic investments and new business development, and worked in venture capital as a director at FrontLine Capital Group. Mr. Twitchell graduated Phi Beta Kappa, magna cum laude from Brown University with a degree in international relations and history, and holds an MBA from the Yale School of Management.