MANAGEMENT CONSULTING
Semester 2 2019 Information Session

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What is Consulting?

“What management consultancy is the creation of value for organisations, through the application of knowledge, techniques and assets, to improve performance.

This is achieved through the rendering of objective and independent advice and/or the implementation of business solutions.”

- Management Consultancies Association
Why do MGMT30012 Management Consulting?

Real Consulting Experience

- Learn a consulting process for projects
- Negotiating with clients
- Scoping a project
- Planning research
- Collecting and analysing data
- Generating practical recommendations
How does the placement work?

**What it’s not:**

- Not work experience
- Not an internship
- You don’t work for the company
- You are not there to learn finance, banking, investment, risk, insurance, football, marketing, architecture, etc.
How does the placement work?

What it is:

- Learn the process of consulting
- Apply that process in a real organisation
- All types of regular consulting projects and clients
- You are here to **learn how to be a consultant**, then to **be a consultant** for your client
What are the projects like?

Nature of Projects

- Relevant to the Client
- Real Business Problem / Opportunity
- Strategic or Operational
Who are the host organisations?

Our Clients

- Large Multinationals
- Small to Medium Enterprises
- Not-for-Profit Organisations
- Membership Associations
- Government Agencies
What am I signing up for?

**Your Commitment**
- Lectures, Workshops, & Consultations
- Client Visits
- Team work commitment
- Self-directed Learning
- Willingness to be an Active Learner
What am I signing up for?

**Assessment**
- Project Charter
- Issue tree & Research Plan
- Team Presentation
- Professional Report
What will I gain from the MC experience?

It depends on your attitude

- Real Consulting Experience
- Networking Opportunities
- Connect Uni Knowledge with Real World
- Develop Professional Skills
  - Teamwork & Communication
  - Research & Presentation
Subject Prizes

FBE Management Consulting Team Prize
- $2500 for the best team each semester

A.T. Kearney Australia Management Consulting Prize
- $1000 for the best performing student each year
Things to consider

- This subject requires each student team to submit a comprehensive report that is professionally printed and bound. The cost of printing and binding is the responsibility of each team. Students should plan to contribute $20 - $30 each, towards this cost.

- You need to choose between MGMT30012 MC and MGMT30017 GMC, as students are not permitted to enroll in both.
Apply now!

Applications are open now until Sunday 5 May 2019

- Subject capped at 60 places
- Selection based on:
  - Meeting eligibility criteria
  - Academic merit (a minimum WAM of 65%)
  - One-page CV
  - Interview (on campus)

Prerequisites/Eligibility:

A minimum of **150 points total accumulated at the commencement of the subject**, including **MGMT20001 Organisational Behaviour**, AND permission via a selection process.
## Timeline – Application and Selection

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<th>Event</th>
<th>Date/Time</th>
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<tr>
<td>Applications open (STAGE 1)</td>
<td>Monday 8 April 2019</td>
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<tr>
<td>Information sessions</td>
<td>Tuesday 9 &amp; Wednesday 17 April 2019</td>
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<td>Applications close</td>
<td>Sunday 5 May 2019</td>
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<td>Offers for interviews go out</td>
<td>Approx. Friday 10 May 2019</td>
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<td>Interviews conducted on campus (STAGE 2)</td>
<td>Tuesday 4 June 2019</td>
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<td>Final outcomes emailed</td>
<td>Approx. Thursday 13 June 2019</td>
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Need help with your CV or interview skills?

http://careers.unimelb.edu.au
QUESTIONS?

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