MANAGEMENT CONSULTING
Semester 1 2020 Information Session

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Joko Horas – Experiential Learning Coordinator
What is Management Consulting?

An opportunity

– *To learn Industry practices for management consulting*
– *To build strong industry research and analysis skills*
– *To learn how to behave, write, and present in the business world*
– *To experience a real consulting project and a real business environment*
– *To build your professional network*
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
STUDENT PERSPECTIVE

Jack Greenslade
Recipient of the FBE Management Consulting Team Prize

Host Organisation: KPMG
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 until **Sunday 13 October 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.
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<tr>
<td>Applications open (STAGE 1)</td>
<td>Monday, 16 September 2019</td>
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<td>Information sessions</td>
<td>Tuesday, 17 September 2019</td>
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<td>Applications close</td>
<td>Sunday, 13 October 2019</td>
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<td>Offers for interviews go out</td>
<td>Wednesday, 16 October 2019</td>
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<td>Interviews conducted on campus (STAGE 2)</td>
<td>Tuesday, 29 October 2019</td>
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<td>Final outcomes emailed</td>
<td>Monday, 4 November 2019</td>
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Before applying

Need help with your CV or interview skills?

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

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