



MBA In Sight: Focus on Management Consulting



An Accepted.com Report

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Introduction

If you are interested in a future of management consulting, then you know that you have unique goals and require a business school that *specifically* caters to your individual interests, skills, and career plans. We've done all the legwork for you and have compiled a list of schools that place a heavy emphasis on management consulting. These are all programs that were ranked in the top 10 for management consulting by *U.S. News*, and have proven to be clear forerunners in the field as evidenced by the numerous clubs, research facilities, courses, study abroad options, and career stats that focus on management consulting. We invite you to explore the pages of this special report to find the b-school that's best for you and your goals as a management consultant.



MBA Admissions: Columbia Business School & Management

Columbia Business School currently ranks in eighth place as one of the best business schools, according to [US News & World Report](#) (March 2012). It is ranked in ninth place for [management](#).



Columbia's Class of 2014 and Management

5409 people applied to [Columbia Business School](#); 741 applicants were accepted. The middle 80% of accepted students had GMAT scores in the 680-760 range. The Columbia Business School class of 2014 has an average of five years of work experience and the average age of incoming students is 28 years old.

Undergraduate majors:

- Social Sciences – 31%
- Business – 30%
- Engineering – 12%
- Sciences – 8%
- Humanities – 8%
- Other – 7%
- Technology – 2%
- Arts – 2%

Industry experience:

- Financial Services – 29%
- Consulting – 20%
- Marketing/Media – 8%
- Other – 7%
- Nonprofit – 6%
- Military/Government – 5%
- Private Equity – 5%
- Real Estate – 5%
- Technology – 5%
- Healthcare – 4%
- Energy – 3%
- Manufacturing – 2%

CBS Academics Related to Management

Students are required to take two full core courses and 12 half-term core courses, three of which are chosen from the “flex-core” menu.

MBA In Sight: Focus on Management
Columbia Business School

First Term Core Courses

- 2 Full courses: [Corporate Finance](#) and [Financial Accounting](#)
- 6 Half-term courses: [Managerial Statistics](#), [Managerial Economics](#), [Strategy Formulation](#), [Marketing Strategy](#), [Operations Management](#), [Leadership Development](#)

Second Term Core Courses

- 2 [Electives](#)
- 3 Half-term courses: [Global Economic Environment](#), [Decision Models](#), [Managing Marketing Programs](#)
- 3 Flex-core classes, one from each category (see below)

“Flex-Core” Menu

- **Organization:** [Organizational Change](#), [Power and Influence](#), [Social Networks and Social Capital](#)
- **Performance:** [Operations Strategy](#), [Financial Planning and Analysis](#)
- **Markets:** [Game Theory and Business](#), [Global Economic Environment II: Business Cycles and Financial Markets](#), [Incentives and Performance](#)

Students who wish to pursue careers in management would take their first year electives and second year courses from the school’s [management division](#).

- [Managerial negotiations](#)
- [High performance leadership](#)
- [Top management process](#)
- [Turnaround management](#)
- [Managerial decision making](#)
- [Power and influence in organizations](#)
- [Napoleon’s glance: the art of strategic intuition](#)
- [Corporate governance](#)
- [Entrepreneurs and private equity in emerging markets](#)
- [Multidisciplinary approaches to human decision making](#)

[Columbia CaseWorks Cases](#) in past years that will be of interest to students pursuing careers in management include:

- [Operation Tomodachi](#)
- [The Client Who Fell Through the Cracks](#) (A and B)
- [Scoring a Deal: Valuing Outcomes in Multi-Issue Negotiations](#)
- [The Synergy Limitation Paradox](#)
- [Diversification and Corporate Scope](#)

([See full list here.](#))

Management Research Centers & Conferences at Columbia Business School

- [The Center for Decision Sciences](#)
- [The Columbia Family Business Management Program](#)
- [The Center for Pricing and Revenue Management](#)
- [Columbia University-Harlem Small Business Development Center \(SBDC\)](#)
- [Healthcare and Pharmaceutical Management Program](#)
- [Columbia University Center for International Business Education and Research \(CIBER\)](#)

CBS Management-Related Clubs

- [General Management Association](#)
- [Columbia Entrepreneurs Organization](#)
- [The Family Business Club](#)
- [Management Consulting Association](#)
- [Media Management Association](#)

Management Hiring Stats at Columbia Business School

Here are the 2012 stats for CBS grads who accepted full-time jobs with a management function.

Function	Percent	Base Yearly Salary Range (\$)
Management Consulting	37.2%	\$30,000-\$194,000
Strategic Planning	1.7%	\$95,000-\$125,000
General Management	2.3%	\$90,000-\$132,000
Operations	<1%	\$110,000-\$140,000
Project Management	<1%	\$106,000-\$200,000
Rotational/Development Program	1.2%	\$110,000-\$115,000
Other	1%	\$40,000-\$100,000

MBA In Sight: Focus on Management
Columbia Business School

For 2012 summer internships (for the class of 2013), the hiring stats are as follows:

Function	Percent	Base Monthly Salary Range (\$)
Strategic Planning	4.3%	\$1,600-\$9,000
General Management	<1%	\$7,700-\$9,900
Other	1.7%	\$2,465-\$9,250
Brand/Project Management	7.1%	\$3,000-\$8,333

See a list of CBS recruiters [here](#).

Are you applying to Columbia Business School? Please see our [Columbia B-School Zone](#) and [Columbia Business School Application Packages](#) for more information on how Accepted.com can help you get accepted.

MBA Admissions: Duke Fuqua & Nonprofit Management

A quick glance at [Duke Fuqua](#) currently ranks in 12th place as one of the best business schools, according to [US News & World Report](#) (March 2012). It is ranked in 7th place for [nonprofit management](#).



Duke Fuqua's Class of 2014 and Management

The class of 2014 Daytime MBA class size is 432 students with an average age of 29.

99.3% of students entered with work experience; the average years of work experience is 5.4 years. The 80% range of students scored between 640 and 740 on the GMAT and have an undergraduate GPA of 2.9 to 3.9.

Engineering and Natural Sciences is the highest represented major (32% of students). Following close after that is the Business and Accounting major (31%), followed by Liberal Arts (20%), and Economics (13%).

Fuqua Academics Related to Nonprofit Management

Since obtaining global knowledge is a foundational element of the Duke Fuqua mission, the two-year program kicks off with a four-week [Global Institute](#) featuring three core courses:

1. Leadership, Ethics, and Organizations
2. Global Institutions and Environments
3. Consequential Leadership

To continue their global business training, student will receive opportunities to experience international business and cultural practices head-on in other countries with the [Global Academic Travel Experience \(GATE\)](#) and various [exchange programs](#). There's also the [Fuqua Client Consulting Practicum](#) (FCCP) in which students work with businesses and nonprofit organizations to address company challenges.

Mini-Terms with Lots of Classes

To receive as diverse a range of knowledge as possible, terms at Fuqua are broken up into six-week periods – that means that each “traditional” semester (Fall and Spring) is actually broken down into two sessions for a total of four groups of classes per year.

First Year Classes

Fall 1

- Probability and Statistics
- Managerial Economics
- Financial Accounting
- Management Communication I
- Business Computer Applications
- Core course in finance for those with exemptions

Fall 2

- Global Financial Management
- Marketing Management
- Foundations of Strategy
- Management Communication II
- Potential elective if core is exempted or taken in Fall 1

Winter Term

- Optional elective: Workshop in Managerial Improvisation

Spring 1

- Operations Management
- Elective
- Elective

Spring 2

- Elective
- Elective
- Elective

Second Year: Students general take three elective courses per term.

Choosing a Concentration and Elective Courses

Students can choose to focus on a specialized concentration ([see list of concentrations here](#)) and then choose six elective courses in that area. Specializing in a concentration is optional; students may concentrate in up to two areas.

There are a number of concentrations that would be of interest to management students, including [Social Entrepreneurship](#), [Management](#), [Leadership & Ethics](#), and [Energy & Environment](#). (Lists of required courses can be found if you click on any of the above links.)

[Examples of courses](#) for those who want to focus on nonprofit management and social entrepreneurship include:

- LAW 541 – Exempt Organizations
- PUBPOL 559S/LAW 585 – Philanthropy, Voluntarism & Not-For-Profit Management
- PUBPOL 830.02 – Nonprofit Management
- PUBPOL 830.04 – Foundation Strategy and Impact
- CASE Affiliated Electives
- MGT 491 – Corporate Social Impact Management
- MGT 426 – Social Entrepreneurship
- STRATEGY 490 – Global Consulting Practicum Spring Term 1 & 2 (trip during Spring Break – confirmed countries: India, Belize, South Africa)
- MGT 491 – Advanced Seminar in Social Entrepreneurship
- FINANCE 356 – Entrepreneurial Finance
- FINANCE 491 – Small and Minority Business Finance
- MANAGEMENT 491 – Entrepreneurial Execution/Planning
- MANAGEMENT 431 – Mentored Study in Entrepreneurship
- MGRECON 407/LAW 515A – Government, Business and the Global Economy
- STRATEGY 333 – Entrepreneurial Strategy
- DECISION 491 – Decision Tools for Environmental Sustainability

Students who are interested in health care management may enroll in the Health Sector Management (HSM) certificate program. You can read about the [certificate requirements here](#). Another certificate program of interest to nonprofit management/social enterprise students is the [Certificate in International Development Policy](#) from the [Duke Center for International Development](#) at The Terry Sanford School of Public Policy. Students may also cross-register for related courses at the [Duke Law School](#), the [Terry Sanford Institute of Public Policy](#), the [Nicholas School of the Environment](#), and [UNC Kenan-Flagler Business School's Center for Sustainable Enterprise](#) (11 miles away).

Students who wish to pursue careers in nonprofit management may want to consider getting involved in the [CASE Summer Internship Program](#) in which students spend their summer working with government agencies and nonprofit organizations learning about the challenges and rewards of social sector management. Past CASE Summer Internships include work with the Alzheimer's Association – NYC Chapter, Education Pioneers, Institute for Sustainable Development (Green Plus Program), Benetech, Nature Conservancy, Social Enterprise Associates/SEEP Network, Self-Help, Teach for America and others. See the complete list [here](#).

Nonprofit management and social enterprise students are also eligible for the [CASE Social Sector Scholarship](#). You can read more about this and other social enterprise programs on Fuqua's [The Center for the Advancement of Social Entrepreneurship \(CASE\)](#) site.

Other research centers related to this topic include:

- [Center for Decision Studies](#)
- [Center for Entrepreneurship and Innovation](#)
- [Center for International Business Education and Research](#)
- [Center for Energy, Development, and the Global Environment \(EDGE\)](#)
- [Corporate Sustainability Initiative](#)
- [The Innovation Center at Duke University](#)
- [Fuqua/Coach K Center of Leadership and Ethics](#)

Fuqua Nonprofit Management/Social Enterprise Clubs

- [Duke MBA Net Impact Club](#)
- [Duke MBA Energy Club](#)
- [Entrepreneurship & Venture Capital Club](#)
- [Health Sector Management Program \(HSM\)](#)
- [Healthcare Club](#)
- [General Management Club](#)
- [International Business Club](#)

2012 Nonprofit Management Hiring Stats at Duke Fuqua

The chart below shows the class of 2012 full-time employment stats for nonprofit management/social enterprise students:

Industry	Percent of Grads	Mean Salary (\$)	Median Signing Bonus (\$)
Education	<1%	N/A	N/A
Healthcare	11%	104,188	20,000
Energy/Utilities	2%	119,400	20,000
Nonprofit	<1%	N/A	N/A

For class of 2013 interns (for the summer of 2012), the breakdown goes as follows:

Industry	Percent of Interns	Mean Monthly Salary (\$)
Non-Profit	2%	3,195
Education	2%	3,600
Energy/Utilities	3%	5,229
Healthcare	11%	6,428

Function	Percent of Interns	Mean Monthly Salary (\$)
Healthcare/Social Impact	<1%	N/A
Education	<1%	N/A
Other – Social Impact	<1%	N/A

[See a list of hiring companies for 2011-2012 here.](#)

Get the inside scoop on what it's like to attend your top-choice MBA program by reading through our series on [MBA current student interviews](#). We also interview b-school applicants, so if you'd like to be interviewed, let us know!

MBA Admissions: Duke Fuqua & Management

A quick glance at [Duke Fuqua](#) currently ranks in 12th place as one of the best business schools, according to [US News & World Report](#) (March 2012). It is ranked in 8th place for [management](#).



Duke Fuqua's Class of 2014 and Management

The class of 2014 Daytime MBA class size is 432 students with an average age of 29. 99.3% of students entered with work experience; the average years of work experience is 5.4 years. The 80% range of students scored between 640 and 740 on the GMAT and have an undergraduate GPA of 2.9 to 3.9.

Engineering and Natural Sciences is the highest represented major (32% of students). Following close after that is the Business and Accounting major (31%), followed by Liberal Arts (20%), Economics (13%), and Other (3%).

Fuqua Academics Related to Management

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To continue their global business training, student will receive opportunities to experience international business and cultural practices head-on in other countries with the [Global Academic Travel Experience \(GATE\)](#) and various [exchange programs](#).

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Students can choose to focus on a specialized concentration ([see list of concentrations here](#)) and then choose six elective courses in that area. Specializing in a concentration is optional; student may concentrate in up to two areas.

There are a number of concentrations that would be of interest to management students, including [Management](#), [Leadership & Ethics](#), [Operations Management](#), and [Strategy](#). (Lists of required courses can be found if you click on any of the above links.)

Students who are interested in health care management may enroll in the Health Sector Management (HSM) certificate program. You can read about the [certificate requirements here](#).

[Fuqua Management Clubs, Competitions, and Conferences](#)

- [Asset Management Club](#)
- [Fuqua/Coach K Center on Leadership & Ethics \(COLE\)](#)
- [General Management Club](#)
- [International Business Club](#)

2012 Management Hiring Stats at Duke Fuqua

The chart below shows the class of 2012 full-time employment stats for management students:

Function	Percent of Grads	Mean Salary (\$)	Median Signing Bonus (\$)
General Management	10%	104,334	20,000
Business Development	3%	91,875	20,000
Management Development Program	3%	106,300	20,000

For class of 2013 interns (for the summer of 2012), the breakdown goes as follows:

Function	Percent of Interns	Mean Monthly Salary (\$)
General Management	8%	7,158
Business Development	4%	4,839
Management Development Program	2%	8,771
International Business Development	<2%	N/A
Brand/Product Management	<1%	N/A

[See a list of hiring companies for 2011-2012 here.](#)

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B-School Zones
All the info about your **top choice**
MBA programs in one spot!

MBA Admissions: UVA Darden and Management

A quick glance: [UVA Darden](#) currently ranks in 13th place as one of the best business schools, according to [US News & World Report](#) (March 2012). It is ranked in 6th place for [management](#).



Darden's Class of 2014 Profile & Management

The entering class of fall 2012 has 320 people in it and is 35% female and 65% male. The average age of students is 27 years. The mean GMAT score is 703 and the mean undergraduate GPA is 3.48. More than 50% of the students have undergrad majors in business administration or humanities/social science (26% each). This is followed by 18% in engineering/science/math, 13% in economics, and 17% in other categories.

Darden Academics Related to Management

First, if you are considering applying to Darden, then you must read up on the case method of instruction. This is a cornerstone of the Darden MBA program and an understanding of this method is essential if you want to understand Darden academics. ([Read about the case method here.](#))

The entire first year curriculum is made up of core courses. The second year is exclusively electives. The idea is to provide all students with a strong, common foundation in general management and global business leadership.

First year core courses:

- [Management Communication](#)
- [Global Economies and Markets](#)
- [Financial Management and Policies](#)
- [Accounting for Managers](#)
- [Marketing](#)
- [Operations Management](#)
- [Leading Organizations](#)
- [Decision Analysis](#)
- [Business Ethics](#)
- [Strategic Thinking and Action](#)

During the second year, in addition to electives, students may also participate in [Darden Business Projects](#) and overseas [exchange programs](#).

Electives in the area of Management:

- [Management Communications](#)
- [Consulting](#)
- [Entrepreneurship, Innovation and Strategy](#)
- [Ethics](#)
- [Leadership and Organizational Behavior](#)
- [Strategic Communication](#)

In addition Darden also offers [specialty areas](#) so students can focus on specific industries: These specialties include Energy; Health Care; Media, Entertainment & Sports; Real Estate; Retail & Luxury Goods; Social Enterprise; and Technology.

To help students shape and design their second year elective curriculums, they may choose to concentrate in a particular area. [Career and theme track concentrations](#) of interest to management students Supply Chain Management, Entrepreneurship, Strategy Consulting, Corporate Innovation, and Business Development and Growth. Students may choose up to two concentrations.

[UVA Darden Management Related Clubs](#)

- [Darden Business Design Club](#)
- [Consulting Club](#)
- [Business and Public Policy Club \(B&PP\)](#)
- [Darden Emerging Markets Development Club \(EMDC\)](#)
- [Entrepreneurship and Venture Capital Club \(EVC\)](#)
- [General Management and Operations Club \(GMO\)](#)
- [Health Care Club \(HCC\)](#)
- [Media, Entertainment and Sports Club \(MES\)](#)
- [Net Impact at Darden](#)

[Management Hiring Stats at UVA Darden](#)

21.4% of Class of 2012 students received job offers with a general management function and an average base salary of \$104,892.

The [previous year \(in 2011\)](#), 10% of this same class had general management internships with average weekly income of \$1,503.

To see the broad array of companies recruiting at Darden, please [Companies Hiring Darden Students](#) page on the Darden site.

Would you like to create an MBA application that reflects your greatest talents, achievements, and experiences, AND that leaves the adcom overwhelmed with your stunning introduction? View our FREE special report, [Twelve Terrific Tips for MBA Applicants](#), now to learn the twelve things you can do to truly WOW the adcom!

MBA Admissions: Northwestern Kellogg & Management

A quick glance at [Northwestern's Kellogg School of Business](#): Kellogg currently ranks in fourth place as one of the best business schools (tied with [MIT Sloan](#) and [Chicago Booth](#)), according to [US News & World Report](#) (March 2012). It was ranked #4 for [management](#).



Northwestern Kellogg Class of 2014 Stats

Some facts about Kellogg's students:

- 5071 people applied to Kellogg in 2011-12; 477 students enrolled in the two-year MBA program. 100 enrolled in the one-year program.
- The mid-80% age range of incoming students in 2012 was 25-31.
- The mid 80% range of work experience was 3.2-7.25 years.
- The average GMAT score in 2012 was 708.

Kellogg Academics Related to Management

Students must complete a [nine-course core](#) in addition to the elective component. These courses cover all general management topics, including [Leadership in Organizations](#), [Business Strategy](#), [Marketing Management](#), [Statistical Methods for Management Decisions](#), and [Operations Management](#).

Those interested in pursuing management at Kellogg will want to check out all of the links below. .

Academic Departments:

- [Accounting Information and Management](#)
- [Managerial Economics and Decisions Sciences \(MEDS\)](#)
- [Management and Organizations \(MORS\)](#)
- [Management and Strategy](#)

Professional Programs:

- [Health Enterprise Management](#)
- [Media Management](#)
- [Technology Industry Management](#)

MBA In Sight: Focus on Management
Northwestern Kellogg

Management Majors (students may choose more than one major):

- [Accounting Information & Management](#)
- [Health Enterprise Management](#)
- [Human Resources Management](#)
- [Management & Organizations](#)
- [Management & Strategy](#)
- [Managerial Analytics](#)
- [Managerial Economics](#)
- [Marketing Management](#)
- [Media Management](#)
- [Operations Management](#)
- [Technology Industry Management](#)

Managerial Research Centers at Kellogg:

- [Center for Biotechnology Management](#)
- [Center for Family Enterprises](#)
- [Center for Mathematical Studies in Economics and Management Science](#)
- [Center for Nonprofit Management](#)
- [Center for Operations & Supply Chain Management](#)
- [General Motors Research Center for Strategy in Management](#)

International Opportunities for Management Students

- Global Initiatives in Management
- Student Exchange Program
- Global Speakers and Visitors

Kellogg Clubs for Management Students

- [Investment Management Club](#)
- [General Management Club](#)
- [Distressed Management Club](#)
- [Media & Entertainment Club](#)
- [Operations Management Club](#)
- [Strategy & Business Development Club](#)
- [Turnaround Management Conference](#)

Management Employment Stats at Kellogg

In 2011, 8% of Kellogg graduates accepted full-time jobs with a general management/leadership development function. The average salary for these positions in 2011 was \$105,140. 3% reported jobs with business development functions and an average salary of \$111,853.

Many students choose to study management because they would like to work for a management consulting firm for at least a few years after earning their MBA. In a recent [Bloomberg Businessweek analysis](#), augmented by estimates from [Poets and Quants](#), Kellogg came in 4th as a go-to school for McKinsey. Indeed 39% of Kellogg grads go into the consulting industry upon graduation

You can view a list of top hirers for [full-time](#) and [internship](#) positions here.

MBA Admissions: Stanford GSB & Management

A quick glance at Stanford Graduate School of Business

A quick glance at [Stanford Graduate School of Business](#): currently ties in first place (with [Harvard Business School](#)) as the best business schools, according to [US News & World Report](#) (March 2012). It was ranked #2 for [management](#).



Stanford GSB Class of 2013 and Management

6618 people applied to Stanford GSB in 2011; 7% were admitted and approximately 400 are currently in the class of 2013.

Stanford's class of 2013 students has median work experience of four years. The average GMAT score for the class of 2013 was 730.

Previous industry experience: 17% entered Stanford with consulting experience; an equal percentage come from private equity/venture capital. 12% had worked in financial services.

Stanford Academics Related to Management

The [Stanford GSB curriculum](#), which is based on the “noble calling” of management, is individually tailored according to work experience, background, and career goals. During the first year students choose from a “menu” of required courses ([see detailed first year curriculum here](#)) and during the second year students build their own curriculum of electives ([see details on the second year curriculum here](#)).

The [management-related required courses](#) are:

- Ethics in Management
- Managerial Skills
- Managing in the Global Context
- Managing Groups and Teams
- Human Resource Management
- Information Management
- Managerial Accounting
- Managerial Finance

Other management courses include:

- MGTECON 200. Managerial Economics, 4 Units
- MGTECON 203. Managerial Economics – Accelerated, 4 Units
- MGTECON 591. Management Practices in Europe, the US and Emerging Markets, 1 Unit
- FINANCE 201. Managerial Finance, 4 Units
- FINANCE 321. Investment Management and Entrepreneurial Finance, 3 Units
- FINANCE 330. Investment Management: Asset Allocation and Asset/Manager Selection, 4 Units
- FINANCE 341. Modeling for Investment Management, 3 Units
- GSBGEN 208. Ethics in Management, 2 Units
- GSBGEN 334. Family Business, 3 Units
- GSBGEN 360. Sports Business Management, 4 Units
- GSBGEN 521. Managing Under Uncertainty, 2 Units
- GSBGEN 551. Innovation and Management in Health Care Businesses, 2 Units
- GSBGEN 568. Managing Difficult Conversations, 2 Units
- GSBGEN 569. Online Financial Training for Managers and Entrepreneurs in Developing Economies, 2 Units.
- GSBGEN 580. Management of Real Estate Investment Portfolios, 2 Units
- HRMGT 280. Human Resource Management, 2 Units
- OIT 655. Foundations of Supply Chain Management, 3 Units
- STRAMGT 110Q. Making Sense of Strategy, 3 Units
- STRAMGT 207. Strategic Leadership. 4 Units
- STRAMGT 209. Leadership Laboratory. 1 Unit
- STRAMGT 210. Managerial Skills. 1 Unit
- STRAMGT 321. Create a New Venture: From Idea to Launch I. 4 Units
- STRAMGT 341. Achieving Social Impact. 4 Units
- STRAMGT 348. Creating and Managing Very Early Stage Ventures, 4 Units
- STRAMGT 350. Global Value Chain Strategies. 4 Units
- STRAMGT 351. Building and Managing Professional Sales Organizations, 4 Units
- STRAMGT 355. Managing Growing Enterprises, 4 Units
- STRAMGT 365. Strategic Decision Making. 4 Units
- STRAMGT 368. Strategic Management of Nonprofit Organizations and Social Ventures, 4 Units
- STRAMGT 371. Strategic Management of Technology and Innovation, 4 Units
- STRAMGT 587. Strategy and Management in Developing Economies, 1 Unit

Students may also pursue a Certificate in Public Management and Social Innovation. To receive this certificate, students must take 16 units of PMP electives, 8 of which must be at the GSB. There are also Program Practicums, study trips, and experiential learning opportunities for PMP students. See the [Public Management Program](#) page for more details.

Internships and International Experiences for Management Students

- [Global Management Immersion Experience](#)
- [Global Study Trips](#)
- [Summer Institute for General Management](#)
- [Stanford Management Internship Fund \(SMIF\)](#)

Research Centers for Management at Stanford

- [The Knight Management Center](#)
- [Center for Leadership Development and Research](#)
- [Corporate Governance Research Program](#)
- [Global Supply Chain Management Forum](#)
- [Center for Social Innovation – Public Management and Social Innovation Program for MBA/Sloan Students](#)

Clubs for Stanford Management Students

- Management Consulting Club
- Sports Management Club
- [Travel and Hospitality Club](#)
- [Women in Management \(WIM\)](#)
- Arts, Media and Entertainment (AME)
- [Public Management Initiative \(PMI\)](#)
- [Family Business Club](#)

Management Hiring Stats at Stanford GSB

8% of the class of 2011 graduates secured jobs with a general management function, 25% went into management consulting.

For internships, 7% of class of 2012 students obtained general management positions and 12% interned with management consulting firms. .

To see the broad array of companies recruiting at Stanford, please see [Recruiting Organizations 2010-2011](#).

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Best MBA Programs

A Guide to Choosing the Right One

MBA Admissions: Harvard Business School & Management

A quick glance at [Harvard Business School](#): HBS currently ranks in first place (tied with [Stanford](#)) as one of the best business schools, according to [US News & World Report](#) (March 2012). It was ranked #1 in [management](#).



[Harvard Business School Class of 2014 Profile](#)

8,963 people applied to Harvard Business School in 2012; 13% were admitted and 919 enrolled.

The Harvard class of 2014 students have an average age of 27 and a median GMAT score of 730. 43% of students have educational backgrounds in economics and business, to make that the most common educational background in the HBS class.

HBS Academics Related to Management

The [Harvard Business School curriculum](#) is divided into two parts: the [required curriculum \(RC\)](#) and the [elective curriculum \(EC\)](#). Students spend their first year taking RC courses which cover fundamental business practices, as well as [FIELD](#) courses, smaller, hands-on projects that complement the case-method style used in all RC courses.

[Term 1 Required Courses:](#)

- Finance 1
- Financial Reporting and Control
- Leadership and Organizational Behavior
- Marketing
- Technology and Operations Management

[Term 2 Required Courses:](#)

- Business, Government, and the International Economy
- Strategy
- The Entrepreneurial Manager
- Finance 2
- Leadership and Corporate Accountability

Elective courses enable students to delve deeper into the subject areas that most interest them.

MBA In Sight: Focus on Management
Harvard Business School

Here is a sampling of the many [courses offered at HBS that could be of interest to a manager and organizational leader](#):

[Acting in Time: Strategy and Leadership in the face of Large-Scale Risks](#)

[Building and Sustaining a Successful Enterprise](#)

[Different \(formerly known as Consumer Marketing\)](#)

[Doing Business in China](#)

[Entrepreneurial Solutions for Market Failure](#)

[General Management: Processes and Action](#)

[Introduction to Financial Institutions](#)

[Leading And Governing High Performing Nonprofit Organizations](#)

[Legal Aspects of Entrepreneurship](#)

[Legal Aspects of Management](#)

[Managing Change](#)

[Managing the Financial Firm](#)

[The Moral Leader in Literature, Film, and Art](#)

[Power and Glory in Turbulent Times: The History of Leadership from Henry V to Mark Zuckerberg](#)

[Field-based leadership courses](#), which count towards elective credits, include the following management courses:

[Field Course: Entrepreneurial Solutions for Market Failure](#)

[Field Course: Health Care Computer Assisted Innovations](#)

[Field Course: Innovating in Health Care](#)

[Field Course: Impact Investing](#)

[Field Course: Planning Your Business in China](#)

[Field Course: Social Innovation Lab](#)

In addition to the above, students may also choose to participate in the [Immersion Experience Program \(IXP\)](#). Projects in IXP are off-campus, experiential learning opportunities and have an international component. Here are the IXP's scheduled for 2013:

- China: Current Challenges, Future Opportunities
- China: Healthcare in China—Opportunities in Innovation and Integration
- China: Understanding China's Business Environment
- Japan: Innovating for Relief; Organizational Strategy Post-Disaster
- Peru: Inclusive Growth
- South Africa: Innovating for Sustainability in an Emerging Market

Management Research Centers and Initiatives at Harvard

- [Arthur Rock Center for Entrepreneurship](#) (Entrepreneurial management)
- [California Research Center](#)
- [Forum for Growth and Innovation](#)
- [Public Education Leadership Project \(PELP\)](#)

Extracurricular Clubs, Activities, and Competitions for HBS Entrepreneurship Students

- [Entertainment & Media Club](#)
- [Family Business Club](#)
- [General Management & Operations Club](#)
- [Global Business Club](#)
- [Human Capital Management Club](#)
- [Management Consulting Club](#)
- [Public Speaking & Negotiations Club](#)

Management Stats at Harvard Business School

11% of the class of 2012 graduates secured jobs with a general management function. That percentage is broken down further as follows: general management, 7%; manufacturing/operations, <1%; project management, 2%; other general management, <2%.

For internships, 9% of class of 2012 students obtained general management positions, with 3% in general management, 2% in manufacturing/operations, and 3% in project management.

Many students who focus on general management take a position in strategy consulting upon completing their MBA. Others become managers or go into rotational leadership programs at major corporations and conglomerates.

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MBA Admissions: Wharton and Consulting

A quick glance at [Wharton](#): Wharton currently ranks in third place as one of the best business schools, according to [US News & World Report](#) (March 2012). For consulting, [Poets & Quants](#) recently ranked Wharton as eighth. [In 2011](#), 30.1% of Wharton graduates accepted job offers in the consulting industry. 33.8 reported job functions of consulting/strategy.



Incoming Wharton Students and Consulting

The class of 2013 has an average of four years of work experience and a median GMAT score of 720.

22% of class of 2013 students entered Wharton with backgrounds in consulting. 29% have undergraduate degrees in business.

According to a Poets & Quants' analysis of data from the class of 2011, Wharton produced 53% more consultants than it accepted, which is the sixth highest "conversion" rate among the schools analyzed by P&Q.

Wharton Academics Related to Consulting

Wharton has a new, updated curriculum as of 2012 that features a [core curriculum](#) with fixed, required courses to launch your MBA studies and flexible requirements that you can take anytime during your two years at Wharton and where you have different options both in terms of format and content. The core focuses on foundational analytical skills such as accounting, finance, marketing, management, operations, statistics, and microeconomics, as well as on "soft skills" like ethics, communication, and leadership skills. Students then specialize in an area of study by choosing courses that satisfy major and elective requirements. Students can major in one or two concentrations.

[Majors of interest to students pursuing careers in consulting](#) include Organizational Effectiveness, Multinational Management, Strategic Management, Health Care Management, and Information: Strategy and Economics.

Among Wharton's almost 200 electives, [courses](#) of interest include Competitive Strategy, Information: Industry Structure and Competitive Strategy, International Development Strategy, Negotiation and Dispute Resolution, Political Environment of the Multinational Firm, Privatization: International Perspective, and Power, Influence, and Transformational Leadership.

Wharton, which offers one of the largest selection of courses of any b-school, allows students to take up to four interdisciplinary courses at any of [University of Pennsylvania's other schools](#).

During winter and spring breaks, students may participate in one of Wharton's [Global Modular Courses \(GMC\)](#), courses that expose students to the “challenges and opportunities in regions undergoing rapid change.” Some past modular courses of interest to consulting students include Building Future Markets (in Cape Town) and Managing in Emerging Economics: Energy & Infrastructure in Brazil (in Rio de Janeiro).

Other [international opportunities for consulting students](#) that complement Wharton's mission of “[Knowledge into Action](#)” include the following:

- **Global Consulting Practicum (GCP)** – Consulting students may opt to participate in this international program during which they will consult with partner companies around the globe.
- **Wharton International Volunteer Program (WIVP)** – Students involved in this initiative will travel to developing countries to promote economic development through consulting engagements.
- In addition to these programs, there is also a semester-long foreign exchange program and a global immersion program that would suit someone in the consulting field.

Students who wish to pursue an interdisciplinary approach to international business should consider applying to the [joint MBA/MA Wharton Lauder program](#).

Consulting-Related Clubs and Extracurricular Activities at Wharton

- **[Consulting Club](#)** – This is one of the largest student-run clubs at Wharton. The group partners with top consulting firms and runs skill-building and networking events, including the [Consulting Conference](#).
- **[Media & Entertainment Club](#)** – A group that will help students stay current on all M&E topics and industry trends. It also helps attract major M&E recruiters and runs the [MBA Media & Entertainment Conference](#).
- **[Community Consultants](#)** – Members of this club (both MBA and undergraduate Wharton students) provide consulting services to community and nonprofit organizations in Philadelphia.
- **Conferences** – Consulting students may be interested in Wharton's world-focused conferences that emphasize business development and opportunities in different geographical areas of the world. There's the [Africa Business Conference](#), the [Asia Business Conference](#), the [India Economic Forum](#), and the [Wharton Latin America Conference](#).

Top Consulting Firms Hiring at UPenn Wharton

The following list indicates the [number of 2011 Wharton graduates who received jobs at top consulting firms](#).

- McKinsey & Co.: 65 students
- Boston Consulting Group: 39 students
- Bain & Co.: 27 students
- Accenture: 11 students
- Deloitte Consulting, LLP: 10 students
- Booz & Company: 8 students

For [internships for the class of 2011](#), 16% of students landed positions in the consulting industry, with 24.7% of students reporting consulting/strategy internship functions.

The list of [top consulting or strategy firms hiring interns in 2011](#) goes as follows:

- McKinsey & Co.: 38 students
- Boston Consulting Group: 29 students
- Bain & Co.: 18 students
- A.T. Kearney: 8 students

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MBA Admissions: USC Marshall and Management Consulting

This section on [USC's Marshall School of Business](#) focuses on management consulting and is presented in a handy Q&A format. It originally appeared as part of a series of interviews about top MBA programs called "[MBA Career Goals and the B-Schools that Support Them](#)."



What kind of background and skills do you like to see in applicants expressing interest in a career in consulting?

For a career in consulting, students do need a business background. If they want to practice in a particular industry, they need industry experience. But as a baseline, they need to understand how business operates.

What aspects of your curriculum do you feel are best suited to students who want to eventually pursue a career in management consulting?

Marshall has a considerable number of [classes](#) in management, as well as courses in [financial modeling](#)—all topics from which consultants draw knowledge and learn to formulate and apply strategy.

In addition, the school provides opportunities for students to secure consulting [internships](#).

While the above coursework provides the foundation for a career in consulting, Marshall has also changed its curriculum to allow for more flexibility and greater choice of [electives](#). With this variety of courses, our students tend to be very well rounded—which serves our graduates well when they act as consultants across industries. In addition, since we train our students to develop a [global perspective](#) and as mandatory part of curriculum the students visit companies in different countries via [experiential learning trips](#)—Marshall students learn to appreciate the dynamics at play in different corporate cultures. This helps our students succeed as consultants.

Which school clubs and extra-curricular events are most relevant to people interested in management consulting?

The [Consulting and Strategy Club](#) includes professional development and networking and relationship building. In addition it provides case and interview preparation. The [L & O Club](#) (Leadership and Organization Club) is for those students who are interested in management and leadership development. The club also is a hub for students who are interested in pursuing management rotation programs, corporate HR, and human capital or HR consulting.

Also there are clubs that pertain to certain industries.

Consulting Certification Program

In addition to the support of a dedicated career services advisor, [Marshall Consulting Club's Case Certification Program](#) prepares candidates for case interviews. Members receive a set of around 60 practice cases and access to a library of hundreds of additional cases from major consulting firms as well as our peer business schools, two days of mock interviews and advice and guidance through the entire interview preparation process. The process culminates with candidates interviewing with top-tier professional consultants who make a final decision on awarding the case certified status to the candidates.

High Profile Events: Global Consulting Challenge

For 10 years, USC Marshall has been hosting the [Marshall MBA Global Consulting Challenge](#), an annual case competition that challenges the problem-solving of MBA students from the world's leading business schools. Students get to showcase their skills and connect with executives from top companies and industry executives who assess their performance—introductions which can put our students top-of-mind for job interviews and professional opportunities.

The Global Consulting Challenge has allowed students to meet with executives from companies such as Cingular, Intel, Toyota, Twentieth-Century Fox, AT &T, Electronic Arts and Hewlett Packard.

An outgrowth of this competition is an ongoing student consulting practice that operates out of the [Consulting Club](#).

Since management consulting is a very broad term, can you break down some of the sub-categories in the field that USC Marshall excels in?

- Information Technology
- Management and Strategy
- Operations and Supply Chain
- Energy
- Financial Services
- Human Resources and Organizational Behavior
- Pharmaceutical and Healthcare

Which management consulting firms recruit the most USC Marshall graduates?

- Deloitte
- Ernst and Young
- IBM
- Pricewaterhouse Coopers
- KPMG

What kinds of positions do your graduates focused on consulting generally go into?

Normally, our students receive offers and take positions as senior consulting associates.

Thanks to Amy Blumenthal in Media Relations at the USC Marshall School of Business for granting us this interview.

Looking for MUST READ advice for b-school applicants? Head to [Accepted.com 101 pages](#) – all the info you need in one convenient spot! Learn how to strategize and implement your MBA plan...plus more! [View our 101 pages now!](#)

MBA Admissions: Dartmouth Tuck and Management Consulting

This section on Dartmouth's [Tuck School of Business](#), focuses on management consulting, and is presented in a handy Q&A format. It originally appeared as part of a series of interviews about top MBA programs called "[MBA Career Goals and the B-Schools that Support Them](#)."



A quick glance at [Tuck](#): The oldest graduate business school in the nation, Tuck offers only one program: a full-time MBA. Known for its small scale (each year Tuck enrolls just 250 students in its incoming class) and personalized atmosphere, Tuck currently has the 4th highest average starting salary and bonus among the business schools ranked in [US News & World Report](#) (March 2011). About 30% of Tuck graduates go into management consulting careers.

What kind of background and skills do you like to see in applicants expressing interest in a career in management consulting?

Many consulting companies are used to hiring people from a broad variety of backgrounds, so it is not essential to have a certain career background. If you think about the competencies required to be a good consultant, you can imagine that people who are able to show evidence of these competencies in their past experience will be well positioned. Common competencies include the ability to work well in teams, to influence other people, to work comfortably under pressure and with ambiguous information, to achieve and to have impact. Entrepreneurship is another sought-after skill. If you think about a consulting company, it is a collection of partners who bring in business. Therefore if you are somebody who has already demonstrated that you can build a business then that puts you in a good position. Finally, if you look at many of the people who work as management consultants, they possess a certain level of self-confidence that enables them to walk into a new company, pick up the basics, and then give advice. I think having that innate self-confidence (without arrogance) is a key predictor of success in getting a job in consulting.

What aspects of your curriculum do you feel are best suited to students who want to eventually pursue a career in management consulting?

Tuck does very well with management consulting recruiting for a number of reasons. Firstly, I believe it attracts the type of people who will do well (see above) – people who like to work collaboratively, who are intellectually curious, who can build trust-based relationships. Secondly, the curriculum is well-suited to this type of career. Tuck's [first year core](#) is incredibly rigorous, so that by the time students have gone through that there really aren't any major gaps in their skillset, so they can confidently tackle a consulting internship knowing they have the fundamentals under their belt. Then there are certain technical skills that many consultants rely on, for instance being very capable with PowerPoint and Excel, and Tuck has excellent hands-on classes in both these areas.

There are also many opportunities during the two years to do actual consulting projects, for instance the [First Year Project](#) is a capstone of the first year, and is a real project, solving a problem for a real company. Another course that springs to mind is [Consulting Project Management](#), which is literally a 6-week simulation of a consulting project. For this we have guest lecturers who come from a variety of consulting companies, for instance we'll have a senior partner from McKinsey come and talk about the challenges of implementation. At the end of the course, students present their findings to a panel of 'clients' in a very realistic setting.

Finally, we have [Tuck Global Consulting](#) – this is where a client company will pay for a student consulting group (with expert faculty oversight) to come and do a consulting project in a global setting. This is a fantastic way to get both global exposure and also real-world consulting experience.

Which school clubs and extra-curricular events are most relevant to people interested in management consulting?

There's the [Consulting Club](#), which is very active and which really leads the charge during the fall, when students are learning about the industry, and learning about how to succeed in consulting industries. There are more [extra-curricular events](#) available than any one student could take advantage of. Some of these might be leadership opportunities, for instance to lead a club, or a conference. There are opportunities to do a consulting project for a local company, to sit on the board of a local non-profit, to do volunteer work in the community. There are also the many recruiting events that consulting companies put together. Shortly after you arrive at Tuck, you will have many opportunities to get to know all of the major firms at company briefings, wine tastings, individual office hours, visits to their offices in Boston and so on.

Since management consulting is a very broad term, can you break down some of the sub-categories in the field that Tuck excels in?

The largest recruiters at Tuck are the traditional management consulting companies like McKinsey, Bain, BCG and their peers. We also do very well with healthcare consulting, and students who arrive with a background or passion for that area have a wealth of options in terms of who they might like to apply to. I think we also do well with 'niche' companies, because with a small company you want to make sure you're getting someone who is going to be a good fit, and Tuck students tend to be very collegial.

With smaller firms I think there's a natural focus on those who are located in the Northeast, and within that I can certainly think of good examples in telecom, energy, investment analysis (due diligence), market analytics. Finally, there are many great companies that have internal consulting groups, and these recruit strongly at Tuck. Global companies like Samsung, Siemens, British Telecom, Fidelity, as well as the global pharma companies, all have very strong internal groups that provide the intellectual stimulation and team atmosphere of traditional consulting within the 'home' of a parent company.

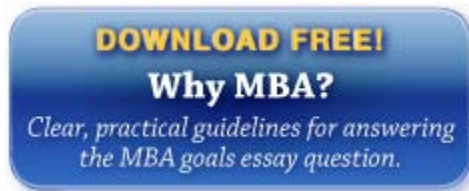
Which management consulting firms recruit the most Tuck graduates?

Tuck's [top hiring organizations](#) include: McKinsey & Company, Amazon, Bain & Company, Citigroup, Goldman, Sachs & Co., Barclays Capital, and Boston Consulting Group.

Related Resources:

- [Dartmouth Tuck B-School Zone](#)
- [Tuck 2012 MBA Essay Tips](#)
- [Management Consulting](#)

Thanks to the [Tuck Career Development Office](#) for granting us this interview.



Love the Olympics? Wed Your Business Career with Sports!

Is watching the Olympics giving you the itch for a career in sports management? It's a thriving, and increasingly global, industry – and as a result numerous [MBA programs](#) offer a specialization in sport management. (There are also sports management MA and MS programs – and some people return for a sports management MBA after a sports MA or MS.) A [December 2011 US News article](#) gives a thorough, succinct overview of the history of these programs and their current status. The article states that “alumni of the programs work in a variety of fields, from branding and marketing to working with sports apparel, and from college athletics to sports nonprofits.” The article also cautions that not all sports management MBA programs are created equal; it's the top ones that will open doors to national level enterprises.



Of those top programs, the following three reflect the great diversity, distinctive perspectives, and exciting opportunities in graduate-level sports management education:

1. [University of Oregon, Charles H. Lundquist School of Business](#) – A centerpiece of this program is affiliation with the university's [Warsaw Sports Marketing Center](#), according to the website the “the leading think tank and training ground for the sports business industry.” Students take ten core required basic MBA courses plus sports management track requirements and electives. Some of the required sports courses are “Legal Aspects of Sports” and “Sports Projects.”
2. [George Washington University School of Business](#) – GWU offers the sports management MBA in three different formats: Global MBA (full-time), Professional MBA (self-paced, part-time), and Accelerated MBA (more intensive, fast-paced part-time program spanning 24 months). It addresses the marketing and management of athletes, teams, venues, franchises, and media. Its “Green Sports Scorecard” introduces leaders in sustainable sports. Download the program's [16-page PDF brochure!](#)
3. [San Diego State University](#) – This is an “intensive” program “focused entirely on the international sports business” with accelerated 18-month duration. An integral part of the program is an International Sports MBA Case Competition that involves a global sports consulting exercise and culminates in presentations to industry executives. The program also partners closely with the San Diego Padres; the team's executives often guest lecture, oversee team projects, and provide career guidance.

A related program is [Columbia University's M.S. in Sports Management](#), a part-time program. It targets people who are already working in the sports industry in some capacity and wish advanced training in sports management, people with other professional degrees such as law who wish to expand into the sports industry, and retired athletes. The program features a basic core of MBA courses followed by sports-specific courses. Students have some options for customizing their program as well.

In researching sports management MBAs, don't overlook perusing the recruiting records to ensure they lead to the positions you seek.

Epilogue

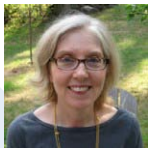
We hope that you have benefited from our special report, MBA In Sight: Focus on Management Consulting, and that it will help you choose the program that will help you best reach your goals as a management consultant. If you would like one-on-one consulting to aid your decision making, or need help with any other aspect of the MBA admissions process (including composing your b-school essays), please [contact Accepted.com](#). While our experienced professional editing staff won't write your essays for you, [we can help you](#) from the beginning, as you're defining your topics and themes, or we can [edit your essays](#) to ensure that your application is as strong as it can be.

If you have any questions about this report, or questions about admissions in general, please feel free to post them to our [Facebook wall](#). We look forward to hearing from you!

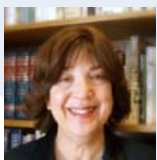
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