What is Consulting?

• Providing expert advice to people working in a professional or technical field
• Examining organizations, identifying areas for improvement, and developing actions to create change
• Pinpointing business problems and trouble spots
• Helping implement strategies to make organizations more efficient and productive, and less wasteful
• Consulting jobs exist in every industry
### Characteristics for Success

- Enjoys traveling
- Flexible and self-starting
- Passion for ideas, client service, and people
- Persuasive and convincing
- Relevant industry experience
- Solves complex problems
Preparation

- Internship Opportunities
  - Internship opportunities in the field of consulting are very limited. Most consulting firms hire candidates with past internship experience and a record of success in a particular academic field of study or industry.
  - In addition to consulting internships, students are encouraged to pursue opportunities within their functional area of business.

- The Case Interview
  - Many consulting firms use case interviews to evaluate candidates
  - A case interview is a job interview in which the applicant is given a question, situation, problem, or challenge and asked to resolve the situation. The case is often a business situation or a business case that the interviewer has worked on in real life.
  - The Vault Guides, Case in Point by Marc Cosentino, and caseinterview.com are great resources for getting started with case interviews.
Sample Consulting Roles

Generalists
• Work for a firm which provides a wide variety of advice designed to make enterprises run more efficiently

Specialists
• Apply specialized process and functional knowledge to real organizations with real problems

Independent contractors
• Contracts to perform services for others without having the legal status of an employee

Consulting employees
• Work for consulting companies and provide services to other organizations
Sample Employers

- Accenture
- Centric Consulting
- Crowe Horwath
- Deloitte Consulting
- EY
- Protiviti
- PwC
- Socius
- Weber Associates
Salary Information

Fisher College of Business

Average Consulting Salaries (2019-2020)

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<tr>
<th>Full-time</th>
<th>$65,750 annually</th>
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Job Outlook

• Employment of consultants is projected to grow 11 percent from 2019 to 2029, much faster than the average for all occupations. Demand for the services of these workers is expected to increase as organizations continue to seek ways to improve efficiency and control costs.

• See the Occupational Outlook Handbook for additional information: http://www.bls.gov/OCO/
Fisher Resources

Academic Information

• Fisher Emerging Consultants
• Consulting Industry Immersion Program

Extracurricular Information

• Buckeye Undergraduate Consulting Club
• Students Consulting for Non-Profit Organizations
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS