BOARD INFINITY

COURSE 3 OF 3 · FOUNDATIONS OF MANAGEMENT CONSULTING SPECIALIZATION

Case-Based Frameworks for Mastering Management Consulting

Full course syllabus - every module, video lesson, reading and assignment, from As-Is analysis to growth, M&A and due diligence cases.

Board Infinity
Instructor · Offered on Coursera

3	39	11	1 week
Modules	Video lessons	Assignments	At 10 hours a week

INSIDE THE COURSE

01	Case Frameworks Overview	3 hours to complete
02	Business Problem Frameworks (Part 1)	4 hours to complete
03	Business Problem Frameworks (Part 2)	7 hours to complete

Enroll on Coursera

https://www.coursera.org/learn/case-based-frameworks-for-mastering-management-consulting

01 ABOUT THE COURSE

From As-Is analysis to the deal table.

Case-Based Frameworks for Mastering Management Consulting teaches the structured approach consultants bring to complex business problems. Across three modules you learn to assess a company's current position, then solve profitability, market entry, pricing, growth, M&A and due diligence cases.

Everything is delivered through short video lectures, worked case examples, readings and graded quizzes - 39 videos, 8 readings, 11 assignments and a peer-reviewed project. No prior experience is required.

WHO IT'S FOR

Aspiring consultants
Preparing for consulting case interviews.

MBA and business students
Turning strategy concepts into a case-solving method.

Business & strategy analysts
Structuring problems before diving into the data.

Working professionals
Bringing consulting-style thinking to business decisions.

WHAT YOU'LL LEARN

01 **Apply key consulting frameworks** Module 1
Understand the types of consulting frameworks and run an As-Is analysis with the 3Cs, 4Ps and Porter's Five Forces

02 **Solve operating problems** Module 2
Solve profitability, market entry and pricing problems with dedicated frameworks and case examples

03 **Explore growth, M&A and diligence** Module 3
Apply growth, merger and acquisition, and commercial due diligence frameworks to case examples

04 **Build strategic thinking** Modules 1-3
Build the problem-solving and strategic thinking skills consulting engagements and interviews demand

02 SYLLABUS

Three modules, six classic case types.

1 week to complete at 10 hours a week. Flexible schedule - learn at your own pace.

01 Case Frameworks Overview

Types of consulting frameworks and the company As-Is analysis

3 hours
9 videos

BY THE END OF THIS MODULE YOU CAN

- ✓ Describe the main types of consulting frameworks and when to use each
- ✓ Explain how frameworks break down complex business problems
- ✓ Analyze a company's situation with the 3Cs and its marketing with the 4Ps
- ✓ Assess an industry with Porter's Five Forces

CONTENTS: 9 videos (40 min) · 2 readings (60 min) · 3 assignments (90 min) · 1 plugin (5 min)

TOPICS: Types of consulting frameworks · Company As-Is Analysis frameworks · Quick Course Check-In (plugin)

You'll leave with: a clear map of consulting frameworks and a repeatable way to assess where a company stands today.

02 Business Problem Frameworks (Part 1)

Profitability, market entry and pricing - each with a case example

4 hours
14 videos

BY THE END OF THIS MODULE YOU CAN

- ✓ Diagnose a profitability problem through revenue- and cost-side analysis
- ✓ Assess a target market and decide how a company should enter it
- ✓ Apply a pricing framework to a pricing-related business problem
- ✓ Work through a full case example for each problem type

CONTENTS: 14 videos (97 min) · 3 readings (45 min) · 4 assignments (105 min)

TOPICS: Profitability · Market Entry Strategy · Pricing Strategy

You'll leave with: tested frameworks for three of the most common case types - profitability, market entry and pricing.

03

Business Problem Frameworks (Part 2)

Growth strategy, M&A and due diligence, plus a peer-reviewed project

7 hours

16 videos

BY THE END OF THIS MODULE YOU CAN

- Apply a growth framework to a growth strategy business problem
- Explain the M&A lifecycle and use an M&A framework on a case
- Distinguish the types of due diligence and run a commercial due diligence
- Produce a strategic business analysis with recommendations

CONTENTS	16 videos (106 min) · 3 readings (60 min) · 4 assignments (105 min) · 1 peer review (120 min)
PROJECT	Practice Peer Review Project: Strategic Business Analysis and Recommendations for Apple Inc. (120 min)
TOPICS	Growth Strategy · Mergers & Acquisitions (M&A) · Due Diligence

You'll leave with: frameworks for growth, deal and diligence cases, and a complete strategic analysis reviewed by your peers.

03 TOOLS & SKILLS

The frameworks that run through the course.

As-Is analysis

Core theme

The 3Cs, the business situation framework, the 4Ps and Porter's Five Forces.

In this course: Module 1 uses them to assess a company's situation, marketing and industry.

Profitability & pricing

Operating problems

Revenue and cost analysis, and a framework for setting the right price.

In this course: Module 2 solves a profitability case and a pricing case end to end.

Market entry

Expansion

Target market assessment and the "how to enter" framework.

In this course: Module 2 applies both frameworks to a market entry case example.

Growth, M&A & due diligence

Strategic decisions

Growth frameworks, the M&A lifecycle and commercial due diligence.

In this course: Module 3 closes with three cases and a peer-reviewed strategy project.

SKILLS YOU LEAVE WITH

Diagnosis

- Choosing the right framework
- 3Cs & business situation analysis
- 4Ps marketing analysis
- Porter's Five Forces

Operating problems

- Profitability analysis
- Market entry strategy
- Pricing strategy
- Case structuring

Strategic decisions

- Growth strategy
- Mergers & acquisitions
- Commercial due diligence
- Strategic recommendations

04 CERTIFICATE & CAREER

Finish with a shareable certificate.

Add it to LinkedIn

Add this credential to your LinkedIn profile, resume, or CV.

Share it anywhere

Share it on social media and in your performance review.

Earned, not attended

Awarded on completion of the graded quizzes in all three modules.

Course 3 of 3

Completes the Foundations of Management Consulting Specialization.

ROLES THESE SKILLS SUPPORT

Management Consultant · Business Analyst · Strategy Analyst · Corporate Strategy Associate · M&A Analyst · Due Diligence Analyst

Board Infinity

Instructor · Offered on Coursera

Beginner level · Taught in English · Flexible schedule · 11 assignments

Ready to think like a consultant?

Enrollment, lessons, grading and the certificate all happen on Coursera.

Enroll on Coursera

Course page:
coursera.org/learn/case-based-frameworks-for-mastering-management-consulting

Want a coach alongside the course?

Board Infinity 1:1 coaching is a separate, optional Board Infinity offering - it is not part of the Coursera course.
Details: https://www.boardinfinity.com/career-coaching/

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