BOARD INFINITY

COURSE 2 OF 3 · FOUNDATIONS OF MANAGEMENT CONSULTING SPECIALIZATION

Fundamentals of Management Consulting

Full course syllabus - every module, video lesson, reading and assignment, from case interviews and guesstimates to consulting tools and the careers beyond.

Board Infinity
Instructor · Offered on Coursera

3	42	10	1 week
Modules	Video lessons	Assignments	At 10 hours a week

INSIDE THE COURSE

01	Introduction to Management Consulting	5 hours to complete
02	Use of guesstimates in Management Consulting	3 hours to complete
03	Management Consulting tools	4 hours to complete

Enroll on Coursera

https://www.coursera.org/learn/fundamentals-of-management-consulting

01 ABOUT THE COURSE

From consulting basics to your first case.

Fundamentals of Management Consulting introduces the consulting industry - what consultants do, the types of firms, the assignments they take on and the skills it takes to succeed. Across three modules you work through consulting careers, case interviews, guesstimates and the core tools consultants use to solve business challenges.

Everything is delivered through short video lectures, readings and graded quizzes - 42 videos, 7 readings and 10 assignments in all. It suits students preparing for consulting interviews and anyone building a consulting foundation.

WHO IT'S FOR

Undergraduate students
Preparing for management consulting roles and interviews.

Postgraduate and MBA students
Getting ready for consulting recruitment and case rounds.

Aspiring consultants
Building a solid foundation in consulting practices and tools.

Curious professionals
Exploring consulting as a career move or a way of working.

WHAT YOU'LL LEARN

01 **Understand management consulting** Module 1
Understand consulting concepts, career paths and the kinds of assignments consultants take on

02 **Solve case interviews** Module 1
Structure, open, analyze and close a case interview, and prepare for it the right way

03 **Crack guesstimates** Module 2
Estimate quickly and defensibly with bottom-up and top-down approaches

04 **Apply consulting tools** Module 3
Use the BCG Matrix, SWOT, issue trees and other frameworks on real business challenges

02 SYLLABUS

Three modules, one consulting toolkit.

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

01 Introduction to Management Consulting

What consulting is, consulting careers and how to ace a case interview

5 hours
17 videos

BY THE END OF THIS MODULE YOU CAN

- ✓ Explain what management consulting is and the traits it takes
- ✓ Compare types of consulting firms and real consulting assignments
- ✓ Describe the roles in a consulting firm and the interview process
- ✓ Open, analyze and close a case interview with a clear structure

CONTENTS: 17 videos (94 min) · 3 readings (90 min) · 4 assignments (105 min) · 1 plugin (5 min)

TOPICS: What is consulting? · Types of consulting companies · Roles within Consulting Firms · Interview process · Case interviews · Quick Course Check-In (plugin)

You'll leave with: a clear view of the consulting industry and its career paths, and a structured approach to solving case interviews.

02 Use of guesstimates in Management Consulting

Estimating quickly and defensibly, in interviews and on projects

3 hours
9 videos

BY THE END OF THIS MODULE YOU CAN

- ✓ Explain what guesstimates are and why interviewers ask them
- ✓ Describe how guesstimates are used on consulting projects
- ✓ Solve a guesstimate problem with the bottom-up approach
- ✓ Solve a guesstimate problem with the top-down approach

CONTENTS: 9 videos (54 min) · 2 readings (60 min) · 3 assignments (90 min)

TOPICS: What are guesstimates? · Guesstimates in interviews · Guesstimates in projects · Bottom-up approach · Top-down approach · Real-life examples

You'll leave with: a repeatable method for estimating numbers quickly and defensibly, in interviews and on real consulting projects.

03 Management Consulting tools

4 hours
16 videos

Basic and advanced tools, techniques and frameworks consultants use

BY THE END OF THIS MODULE YOU CAN

- ✓ Structure problems with issue trees, opportunity trees and prioritization
- ✓ Use benchmarking, Pareto analysis, KPIs and business drivers
- ✓ Apply the BCG Matrix, SWOT, PESTLE and value chain analysis
- ✓ Use the GE McKinsey 9-box matrix and the balanced scorecard

CONTENTS 16 videos (100 min) · 2 readings (60 min) · 3 assignments (90 min)

TOPICS

Issue tree & opportunity tree | Prioritization | Benchmarking | Pareto analysis (80/20) | KPIs and Business Drivers | Excel and PPT Functions | BCG Matrix | SWOT Analysis | Value Chain/Process Mapping | PESTLE analysis | GE McKinsey 9 Box Matrix | Balanced Scorecard

You'll leave with: a practical toolkit of consulting frameworks you can apply to real business problems from your first engagement.

03 TOOLS & SKILLS

The themes that run through the course.

Consulting careers

Core theme

What consulting is, the types of consulting firms, real assignments and the roles from analyst to partner.

In this course: Module 1 maps the industry, its career paths and the interview process.

Case interviews

Interview prep

The objective of a case interview, the key skills it tests, and how to open, analyze and close one.

In this course: Module 1 ends with tips and a preparation plan for case rounds.

Guesstimates

Estimation

Why guesstimates are asked, how they are used on projects, and the bottom-up and top-down approaches.

In this course: Module 2 works through examples from interviews and real projects.

Consulting tools & frameworks

Frameworks

Issue trees, prioritization, Pareto, KPIs, BCG Matrix, SWOT, PESTLE, value chain and the 9-box matrix.

In this course: Module 3 covers basic and advanced tools, with Excel and PPT.

SKILLS YOU LEAVE WITH

Consulting basics

- What consulting is and who does it
- Types of consulting firms
- Consulting roles & career paths
- The consulting interview process

Cases & estimation

- Structuring a case interview
- Opening, analyzing & closing
- Bottom-up & top-down guesstimates
- Estimation on real projects

Consulting toolkit

- Issue trees & prioritization
- Pareto, benchmarking & KPIs
- BCG Matrix, SWOT & PESTLE
- GE McKinsey 9-box & scorecard

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 and assessments in all three modules.

Course 2 of 3

Part of the Foundations of Management Consulting Specialization.

ROLES THE COURSE DISCUSSES

Analyst · Consultant · Senior Consultant · Manager · Senior Manager · Director & Partner

Board Infinity

Instructor · Offered on Coursera

Beginner level · Taught in English · 2 languages · Flexible schedule

Ready to crack your first consulting case?

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

Enroll on Coursera

Course page: coursera.org/learn/fundamentals-of-management-consulting

Want a coach alongside the course?

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

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