

# Consulting, Minor

This minor is designed to provide students with a solid foundation in the skills and concepts needed to succeed in a consulting-oriented environment, as well as an introduction to a variety of possible contexts for consulting work. Consulting skills are essential work skills for many roles beyond the traditional management consultant. Many technical positions within firms demand that consultative skills be used within the firm even in early career positions (e.g., business analyst); in this respect, a consulting minor complements students' technical training. Required courses cover the fundamentals of both management and strategy consulting, as well as a framework of consulting activities that can be applied to many types of consulting and consultative roles. Electives provide students an opportunity to gain deeper knowledge in a specific consulting skill and to explore a context in which they could apply their consulting knowledge.

## Minor Requirements

Complete all courses listed below unless otherwise indicated. Also complete any corequisite labs, recitations, clinicals, or tools courses where specified.

Students may only double-count one course in the minor toward their major, concentration, or another minor.

## Required Courses

Code	Title	Hours
BUSN 3110	The Consulting Environment	4
MGMT 4550	Management Consulting in Organizations	4

## Electives

Code	Title	Hours
<b>Consulting Skills</b>		
Complete one of the following:		4
ENTR 3220	International Entrepreneurship and Innovation Consulting	
ENTR 4510	Management Consulting Abroad	
FINA 4602	Turnaround Management	
MGMT 3302	Negotiating in Business	
MGMT 3315	Managing Organizational Change and Disruption	
MGMT 3530	Project Management	
MGMT 4310	The Management Practices of Great Organizations	
MGMT 4410	Workforce Analytics	
STRT 4301	Strategic Analysis and Decision Making	
<b>Consulting Contexts</b>		
Complete one of the following:		4
ACCT 3403	Advisory Services and Emerging Accounting Systems	
ACCT 3416	Strategic Cost Analysis for Decision Making	
CS 3200	Introduction to Databases	
CY 2550	Foundations of Cybersecurity	
DS 3000	Foundations of Data Science	
EMGT 5220	Engineering Project Management	
ENTR 3330	Design Thinking for Startups	
ENTR 3401	Consulting Operations and Growth in Small and Medium Enterprises	
FINA 4420	Mergers and Acquisitions	
FINA 4514	Investment Banking	
IE 3500	Introduction to Healthcare Systems Engineering	
IE 4525	Logistics and Supply Chain Management	
IE 4625	Facilities Planning and Material Handling	
IE 5400	Healthcare Systems Modeling and Analysis	
IE 5640	Data Mining for Engineering Applications	
INTB 2501	Competing to Win in Emerging Markets	
MGMT 3305	Power and Influence	
MGMT 3340	Healthcare Management, Innovation, and Design	
MGMT 3420	Managing Human Capital	

## 2 Consulting, Minor

MKTG 3301

Marketing Management

MKTG 4506

Consumer Behavior

PHMD 5575

Pharmaceutical Industry

### **GPA Requirement**

2.000 GPA required in the minor