

# MBA and Consulting



It is common for people to assume that having an MBA will lead onto a great career.

Often, people imagine having an MBA can make it easier to enter into the arena of *Management Consulting*.

They feel that the MBA is their passport. It is the 'key' to successful consulting.

MBA has been an advisory service to MBA students with one single goal, namely, **to make a positive impact onto the students' learning experience.**

Our position enabled us to see the relationship between the students' MBA studies with their further career developments.

Hence, we take the opportunity to share with you key insights about the study of an MBA and some useful insights about the management consulting career.

**We choose management consulting because it is the sector that most MBA students are seeking to enter.**

Such job carries attraction because of the travelling opportunities but also the competitive salaries onto the members of staff.

Our intention is not to deal directly with the making of career decisions *per se*.

Our aim is to clarify misconceptions related to the study of the MBA and its direct leadings to the management consulting job roles.

## MBA and Management Consulting

Before you consider about getting into management consulting you need to remember a few things:



First, the consulting sector goes into various trends. Its popularity *rises* as well as *falls* over time.

The consulting job has changed dramatically over the years with clients becoming frustrated with consultants.

Frustration results from the consultants' seeming lack of appreciation over complex challenges clients face. It is often **easier** to give advice than to **implement** it!

Hence, management consulting has been built on the idea that offering constructive advice is essentially good! It will help to improve the performance of an organization.

However, in making a business out of the clients' growing needs there are several complexities associated with implementation which happen to be overlooked.

This development indicates that the actual relationship between consultants and clients is not the same as it was in the past.

Instead, clients are a lot more demanding for consultants to produce tangible results through advice.

Clients are much more aggressive in demanding a sense of accountability from consultants that often translates into compensation fees.

**Second**, it is widely suggested that consulting firms are looking for MBA candidates. However, such assumption is based on the premise that students carry an MBA title next to their name.

What is **not discussed** is the exact elements that employers are looking for such employees.

This phenomenon brings us to the next challenge: *how are the MBA skills and knowledge associated with a management consulting role?*

During an MBA study programme the emphasis on the study of various disciplines.

However, these disciplines are situated within specific theories that seem foreign to practitioners.

MBA students are puzzled by how to associate themselves with theories and their relevance. They are puzzled with how to apply them within client situations. They also fall into the trap of thinking that they have **more knowledge** than clients because of their access to the academic and theoretical knowledge.

**Third**, it is expected that consultants demonstrate a much stronger aptitude for achieving results demonstrating how these results can be made possible without wounding the company.

**This is much easier said than done.**

It is not surprising that most consulting firms abstain from implementation plans. They think that it is not within their own professional job role to ensure that suggestions are implemented.

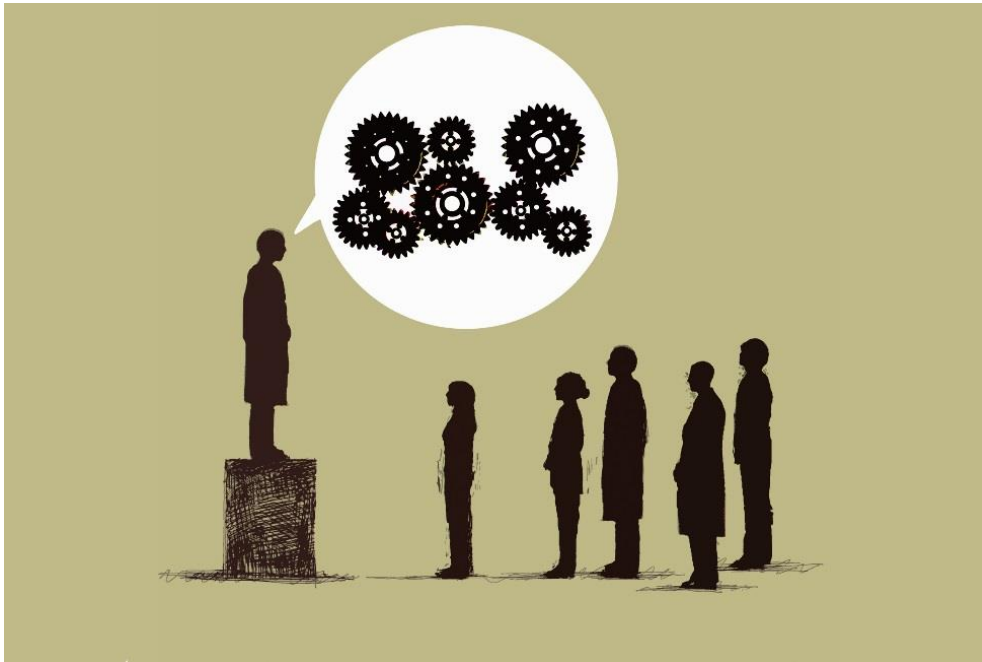
Guess what? This is precisely what clients need the most! They do not want fabulous graphs and paper plans. They want to see results!

However...consultants purposefully avoid the taking responsibilities for implementation. They are concerned so because they do not have control over this process.

It is often the case that consultants assign responsibility onto the client for a lack of determination and for getting results done. Then...you can imagine that it does really get complicated....!

## MBA Theories

It is true that a study of theories remains an unattractive exercise. It feels utterly boring! However, despite the boredom it is persistently used between business schools for a simple reason. It helps people to think about the process with which new understanding and knowledge is produced.



A theory does not represent the reality in an objective sense of the word. *However, it is considered to be an approximation to reality.*

Hence, in developing theories scholars are seeking to consider all the possible possibilities before making suggestions that come to be perceived as 'valid' and 'credible'.

The reason for studying theories is mainly about relationships between concepts and the logic with which an analysis of such concepts is carried out.

In contrast to disciplines related to subjects like 'mathematics' and 'physics' a study of management challenges cannot be predicted by using a specific formula.

**There is no mathematical formula to account for how an organization can become successful.**

If this was the case then all organizations would seek to use such formula. In contrast, within management there are lots of complexities situated within people, ideas, information, etc.

Hence, a *theory* remains a logical development between different elements that help us reach some conclusion.

Even though theories are boring when studied in isolation they can become a lot more interesting if seen in the wider concepts that they represent.

For example, the study of a 'context' becomes a useful instrument for understanding the reasons for which specific decisions take place.

Every human behaviour and every decision occurs within a specific social context.

Hence, a theory provides us with a framework for how to think of a phenomenon in light of a specific context that carries specific relationships.

## Theories and Clients

In wanting to become a management consultant it is not possible to apply academic theories as when they are used within an academic environment.



The corporate environment requires a different approach and this is where the 'catch' us.

A study of theories needs to be situated within an appreciation of those factors that can help us explain a *phenomenon and produce credible conclusions*.

This is the part that needs to be transferred from the 'academic' domain and place into the 'corporate' domain. The transfer of such approach does not take place automatically but can be subjected to much confusion. However, if you start thinking of theories in light of their greater relevance and application you

will be able to add much greater fun onto their study. In fact you will be able to remember such theories much longer than your classmates.

## Clients and MBA Knowledge



If there is one single element that any MBA student needs to remember whilst seeking to make a successful career move is the idea of *knowledge and its ambiguity*.

In corporate contexts, where you might deal with client and business assignments, you will be encountering many different approaches to ideas.

For example, specific actions plans carry implications for affecting the members of an organization.

Understanding how specific actions may lead to specific outcomes remains a skill that remains possible through a study of the different perspectives with which ideas are discussed.

One of the key qualities of an MBA programme of study is basically the ability to identify with different views and positions.

This is a 'skill' in the sense that it presents you with the opportunity to question ideas without taking them at face value. The development of one's MBA knowledge cannot be ready-made available. This is where the interesting process begins with people becoming the channels of experience and knowledge to clients.

A study of the MBA, with having a greater consideration of how such personal knowledge can be utilised effectively within a corporate/client context, will prove particularly significant to you.

*This is because you will be able to identify relationships that are not evident. This type of skills becomes particularly prominent in the context of client engagement where there are multiple considerations about 'what' someone should do and 'why' this is the best course of action.*

## **MBA Winner**

MBA Winner remains a leading service provider in helping students overcome their academic challenges.

Our services remains unique in that it is based on knowledge and experience tailored to your needs.

We are proud of our work and our work remains our credentials for the service offered.

[support@mbawinner.com](mailto:support@mbawinner.com)