

Management Consulting Specialization

Interest Areas

IT/Technology Consulting
Operations Consulting
HR Consulting
Marketing/Sales Consulting
Real Estate Consulting

Employers

Government Agencies
Financial Institutions
Healthcare Industry
Manufacturing Firms
Nonprofits
Service Industries

Professional Societies

Institute of Management Consultants USA

IMC USA is the certifying body and professional association for management consultants and firms in the U.S. The IMC USA mission is to promote excellence and ethics in management consulting through certification, education, and professional resources.

Related Certifications

Certified Management Consultant

Held by only 10,000 consultants worldwide, the CMC[®] certification is awarded by the IMC USA. A candidate must submit to the most rigorous vetting process in the profession that includes client surveys, in-depth examinations covering consulting competencies and ethics, and a panel interview conducted by senior CMCs.

Contact

Flores MBA Program

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What is Management Consulting?

Management consulting is the broadest sub-industry in the consulting field. Management consultants serve as advisors to firms and offer solutions to improve organizational performance based on a detailed analysis of existing organizational strategy and resources in areas such as human capital, technical, and financial.

ISDS 7230 IT Project Management: Topics on effectively managing information technology projects, including setting goals and objectives, work breakdown structures, project scheduling, managing project resources, evaluation and review, incentives and qualitative analysis, project accounting, extensive use of cases involving hands-on computer analyses with state-of-the-art project management.

ISDS 4141 Data Mining: Fundamental methodology and techniques used in data mining, with particular emphasis on business applications. Topics include market basket analysis, memory-based reasoning, cluster detection, link analysis, decision trees and rule induction, neural networks, and genetic algorithms.

BADM 7160 Negotiations, Persuasion, and Influence: Experiential-based course designed to provide managers with the basic concepts and techniques necessary for effective negotiation and conflict resolution in a variety of business contexts.

LAW 5883 Business Plan and Transaction: The course simulates the purchase and sale of a local business, presenting several common problems faced by business people and lawyers alike in such transactions.

BADM 7600 Consulting Field Project: Strategic, focused, field-based project learning experiences and opportunities in public and private organizations. Team-based approach to offering consulting advice to organizations with the goal of improving their performance. Emphasis on experiential approaches that provide a participative type of learning about the crucial issues faced by organizations.

Please note: Students should work with the Flores MBA office to confirm availability of elective courses each semester. Electives are not available every semester and are subject to instructor availability. In cases where an elective is not offered as planned, the Flores MBA office will attempt to find alternative courses for the student to take so that the specialization can be completed.