

# MANAGEMENT CONSULTING GRADUATE CREDIT CERTIFICATE PROGRAM

<b>Person-in-Charge</b>	Brian Cameron
<b>Program Code</b>	MGTCNS
<b>Campus(es)</b>	World Campus

The graduate certificate in Management Consulting is a 9-credit program that covers key issues, concepts, methodologies, tools, and techniques associated with management consulting. Topics include the professional services industry and industry best practices, engagement management, consulting agreements and contracts, commonly used frameworks and analytical tools, communication tools, as well as a variety of client contexts where advisory services are needed.

**Effective Semester:** Spring 2020

**Expiration Semester:** Spring 2025

## Admission Requirements

Applicants apply for admission to the program via the Graduate School application for admission (<https://gradschool.psu.edu/graduate-admissions/how-to-apply/>). Requirements listed here are in addition to Graduate Council policies listed under GCAC-300 Admissions Policies (<https://gradschool.psu.edu/graduate-education-policies/>). International applicants may be required to satisfy an English proficiency requirement; see GCAC-305 Admission Requirements for International Students (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-300/gcac-305-admission-requirements-international-students/>) for more information.

Exceptions to GCAC-305 (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-300/gcac-305-admission-requirements-international-students/>) will be considered by the program. Exceptions may or may not be granted by the Graduate School.

Other admissions requirements include:

- **Application** – Complete a Graduate School application (<http://gradschool.psu.edu/graduate-admissions/how-to-apply/>) including a nonrefundable application fee.
- **Statement of Purpose** – Submit a statement describing how professional experience and goals align with the certificate.
- **Vita or resume** – Submit a statement outlining professional experience history.

GRE/GMAT scores are NOT required.

## Certificate Requirements

Requirements listed here are in addition to requirements listed in Graduate Council policy GCAC-212 Postbaccalaureate Credit Certificate Programs (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-212-postbaccalaureate-credit-certificate-programs/>).

Code	Title	Credits
<b>Required Courses</b>		
MGMT 880	Business Transformation Consulting	3

MGMT 885	Management Consulting Methods and Practice	3
Choose one course from the following list of relevant courses: 3		
BA 805	Negotiation Theory and Skills	
BA 809	Strategic Business Architecture	
BA 865	Strategic Leadership	
BA 888	Executive Leadership	
ENTR 502	Business Modeling and New Venture Creation	
ENTR 810	Emerging Trends, Technology, and Corporate Innovation	
ENTR 820	Corporate Innovation Strategies and Entrepreneurial Methods	
MBADM 531	Corporate Innovation and Entrepreneurship	
MBADM 571	Global Strategic Management	
MGMT 565	Power and Influence	
MGMT 831	Strategy Implementation and Organizational Change	

**Total Credits** 9

## Courses

Graduate courses carry numbers from 500 to 699 and 800 to 899. Advanced undergraduate courses numbered between 400 and 499 may be used to meet some graduate degree requirements when taken by graduate students. Courses below the 400 level may not. A graduate student may register for or audit these courses in order to make up deficiencies or to fill in gaps in previous education but not to meet requirements for an advanced degree.

## Learning Outcomes

- Explain the role of a management consultant, why firms hire management consultants, and how management consultants create value for their clients in a variety of contexts
- Explain the engagement life cycle for a management consulting engagement
- Apply basic secondary and primary research methods and tools in a management consulting context
- Apply commonly used tools and techniques for analysis and solution generation in a management consulting context
- Develop an actionable plan for implementing change within a firm that appropriately incorporates generally accepted concepts and theories related to change management
- Apply commonly used communication related tools and techniques used to enable the success of a management consulting engagement.
- Identify best practice methods used to develop key client deliverables, such as business cases, cost estimations, recommendations, and final reports.
- Relate and integrate consulting engagement management to project, program, and portfolio management and begin to apply them in client settings.
- Pursue an elective area of specialization

## Contact

<b>Campus</b>	World Campus
<b>Graduate Program Head</b>	Brian Harold Cameron
<b>Director of Graduate Studies (DGS) or Professor-in-Charge (PIC)</b>	Shawn Clark
<b>Program Contact</b>	Michelle Kristen Rockower mkk114@psu.edu (814) 865-5290
<b>Program Website</b>	View ( <a href="https://www.worldcampus.psu.edu/degrees-and-certificates/penn-state-online-management-consulting-certificate/overview/">https:// www.worldcampus.psu.edu/ degrees-and-certificates/penn- state-online-management- consulting-certificate/overview/</a> )