

The Consulting and General Management Platform is designed for MBA students interested in careers that have one of two distinguishing characteristics: (a) a consultative approach to problem-solving, be it as an “internal” consultant or working as a professional in a consultancy, and (b) employment in organizations where solutions to such problems typically require engagement across multiple functional domains. The specific concentrations in this Platform include careers in consultancies (strategy, human resources, and economics/finance); ‘internal’ consulting positions within large organizations; and, ‘rotational leadership’ and other developmental programs that lead to general management positions where graduates lead business units or firms. This platform also serves as a foundation for students interested in the Business of Healthcare, Entrepreneurship, and International Management.

Platform Director: Professor Ray Sparrowe, *Associate Professor of Organizational Behavior*
WCC Career Advisor: Brad McLeod (General Management), Gary Musto (Consulting)
MBA Programs Liaison: Joe Fox
Club/Organization: General Management Association (GMA), other clubs as specified by concentration
Credit Requirements: Completion of the Consulting and General Management Platform requires completion of the Foundation Courses (12.5 credits) plus at least one Concentration (15 credits or 13.5 credits, depending on Concentration.)

FOUNDATION COURSES (12.5 credits)

Course	Suggested Semester (schedules subject to change)
MGT 550S: Consulting & General Management Industry Seminar (.5 credit)	Fall year 1
MGT 502: Ethical Issues in Managerial Decision Making (1.5 credits)	Spring year 2
MGT 534: Corporate Strategy (1.5 credits)	Fall year 2
MGT 550F: Critical Thinking Processes & Modeling for Effective Decision Making (3 credits)	Spring year 1
MEC 592: Competitive Industry Analysis (3 credits)	Spring year 1 or Spring year 2
OB 565: Leading Change (1.5 credits)	Spring year 1 or Spring year 2
Complete 1.5 credits of the following electives:	
MGT 533: Effective Managerial Communication (1.5 credits)	Spring year 1 or Fall year 2
MGT 535: Strategic and Crisis Communication (1.5 credits)	Fall year 2 or Spring year 2

CONCENTRATIONS (select at least one)

*Experiential Learning components are **bolded**. Schedules subject to change.

Consulting Concentrations

Strategy Consulting (13.5 credits) Club/Organization: Olin Strategy and Consulting Club (OSCA) CEL Programs: Practicum, Taylor Community Consulting	Suggested Semester	Prerequisites/ Notes
ACCT 501B: Financial Accounting B (1.5 credits)	Spring year 1	
MEC 595: Market Competition and Value Appropriation (3 credits)	Spring year 2	MEC 592
MKT 577: Marketing Strategy (3 credits)	Fall year 2	
OMM 558: Advanced Operations Strategy (1.5 credits)	Fall year 2	
MGT 525: Strategic Consulting (1.5 credits)	Spring year 2	
Complete 1.5 credits of the following electives:		
MEC 538: Economics of the Organization (1.5 credits)	Spring year 2	
OB 5602: Organizational Design (1.5 credits)	Spring year 1 or Fall year 2	
Complete 1.5 credits of the following electives:		
FIN 534: Adv Corp Fin I – Valuation (1.5 credits)	Spring year 1	
MEC 538B: Compensation, Incentives, and Organizations (1.5 credits)	Spring year 2	MEC 538

Human Resources Consulting (15 credits) Club/Organization: Olin Strategy and Consulting Club (OSCA)	Suggested Semester	Prerequisites/ Notes
ACCT 502: Managerial Control Systems (1.5 credits)	Spring year 1	
MGT 527: Human Resource Strategies for General Managers (1.5 credits)	Spring year 1 or Fall year 2	
MEC 538 Economics of the Organization (1.5 credits)	Spring year 1	
OB 523: Managing Power & Politics in Organizations (3 credits)	Spring year 1	
OB 524: Negotiation (3 credits)	Spring year 1 or Spring year 2	Students from MBA 2012 may substitute OB 561 (1.5 credits) if OB 561 has been taken.
MGT 501A: Consulting & General Management Platform Practicum (1.5 credits)	Spring year 2	MGT 550S
Complete 1.5 credits of the following electives:		
MGT 500N: Labor Law and the Collective Bargaining Process (1.5 credits)		
MGT 513N: Labor & Employment Law (1.5 credits)		
Complete 1.5 credits of the following electives:		
MEC 538B: Compensation, Incentives and Organizations (1.5 credits)	Spring year 1	MEC 538
OB 5602: Organizational Design (1.5 credits)	Spring year 1 or Fall year 2	

General Management Concentrations

General Management & Internal Consulting (13.5 credits) Club/Organization: General Management Association; Olin Strategy and Consulting Association	Suggested Semester	Prerequisites /Notes
FIN 534: Adv Corp Fin I – Valuation (1.5 credits)	Spring year 1	
MKT 577: Marketing Strategy (3 credits)	Fall year 2	
OMM 576: Foundations of Supply Chain Management (1.5 credits)	Fall year 2	
OB 523: Managing Power and Politics in Organizations (3 credits)	Fall year 2	
MGT 501A: Consulting and General Management Platform Practicum (1.5 credits)	Fall year 2 or Spring year 2	
Complete 1.5 credits of the following electives:		
MEC 538: Economics of the Organization (1.5 credits)	Spring year 1 or Spring year 2	
OB 5602: Organizational Design (1.5 credits)	Spring year 1 or Fall year 2	
Complete 1.5 credits of the following electives:		
ACCT 502: Managerial Control Systems (1.5 credits)	Spring year 1	
MEC 538B: Compensation, Incentives, and Organizations (1.5 credits)	Spring year 1 or Spring year 2	MEC 538

The Business of Healthcare (13.5 credits) Club/Organization: Health Care & Life Sciences Club	Suggested Semester	Prerequisites /Notes
ACCT 501B: Financial Accounting B (1.5 credits)	Spring year 1	
MGT 550G: Olin Grand Rounds (3 credits)	Fall year 2	
MGT 550H: Health Economics and Policy (3 credits)	Fall year 2	
MGT 550I: Healthcare Management (3 credits)	Spring year 1 or Spring year 2	
MGT 550J: Research Seminar in Healthcare Management (3 credits)	Spring year 2	MGT 550G, MGT 550H, & MGT 550I; course can be taken concurrently w/550I

Entrepreneurship (13.5 credit units) Club/Organization: Entrepreneurship and Venture Capital Club CEL Programs: Taylor Community Consulting Project	Suggested Semester	Prerequisites/Notes
MGT 521: Introduction to Entrepreneurship (3 credits)	Spring year 1	
MGT 511A: Law and Business Management (1.5 credits)	SP yr 1, FL yr 2, SP yr 2	
MGT 511B: Legal Issues at Business Stages (1.5 credits)	SP yr 1, FL yr 2, SP yr 2	
MGT 524: Business Planning for New Enterprises- “The Hatchery” (3 credits)	Fall year 2	Experiential Learning Component
ACCT 501B: Financial Accounting B (1.5 credits)	Spring year 1	
FIN 531: Venture Capital and Private Equity (1.5 credits)	Spring year 1 or Spring year 2	Prerequisites--At least one of the following recommended: FIN 500F, FIN 523B, FIN 549F, ACCT 503
FIN 534: Advanced Corporate Finance I – Valuation (1.5 credits)	SP yr 1, FL yr 2, SP yr 2	

International Management (15 credits) Club/Organization: Olin Global Association (OGA) CEL Activities: International Business Outlook Conference (IBOC); GMS	Suggested Semester	Prerequisites /Notes
ACCT 501B: Financial Accounting B (1.5 credits)	Spring year 1	
MGT 512: International Business (3 credits)	Spring year 1	
MGT 555: Global Management Studies (1.5 credits)	Spring year 1 or Spring year 2	Experiential Learning Component
MKT 579I: International Marketing Management (1.5 credits)	Spring year 1 or Spring year 2	
OB 524: Negotiation (3 credits)	Spring year 1 or Spring year 2	Students from MBA 2012 may substitute OB 561 (1.5 credits)
OMM 559: Managing Business Process Outsourcing for Competitive Advantage (1.5 credits)	Spring year 1 or Spring year 2	
Complete 1.5 credits of the following electives:		
FIN530: International Finance (1.5 credits)	Spring year 2	
FIN 534: Advanced Corporate Finance I – Valuation (1.5 credits)	SP yr 1, FL yr 2, SP yr 2	
Complete 1.5 credits of the following electives:		
MEC 531: The Global Economy (1.5 credits)	Fall year 2	
MGT 530: Asian Business Networks (1.5 credits)	Spring year 1 or Spring year 2	