

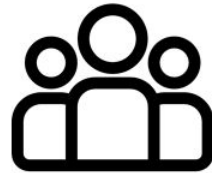


How to Be a Successful Consultant

Three skills to be a successful consultant



**Time
management**



**Interpersonal
skills**



**Willingness to
learn**

Time management

helps to make
complex projects
more manageable

- Focusing on your **speed to output** ensures the efficient completion of high-value deliverables in-line with key deadlines
- Managing client and partner schedules requires a keen understanding of **timing, priorities, and meeting cadence**
- Balancing various discrete tasks across multiple workstreams necessitates **careful organization and discipline**

Interpersonal skills are mission-critical for numerous consulting tasks, including...

Client interactions

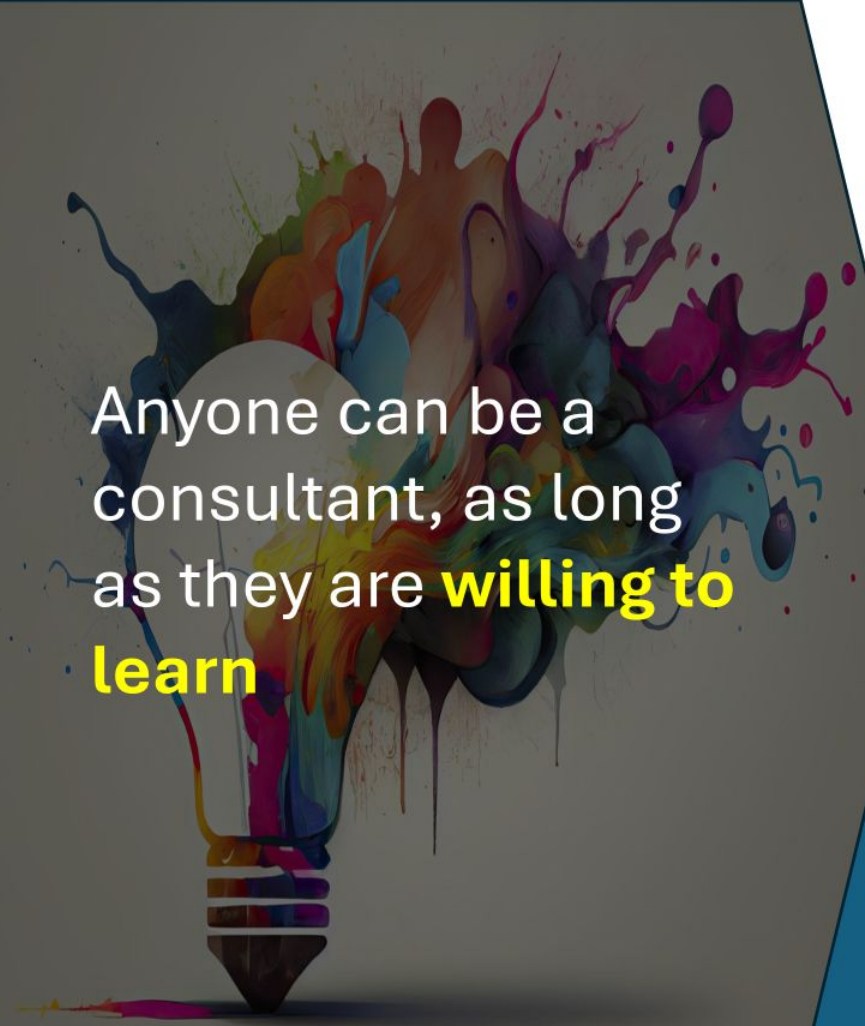
Management consulting is a **client services industry**, meaning that effective interactions with the client are key to the success of the project. Keeping the client happy is the only way to **continue to sell work** in the future.

Effective teaming

Consulting is a **team-based job** - very few tasks on a consulting project are purely individual, and most of a consultant's time is **spent with their team**. Effective teaming is vital both for job effectiveness, as well as job enjoyment

Staffing decisions

Though most consulting firms have full-time staffers who are responsible for placing consultants on projects. However, **networking** is the only way to independently secure a position on a **highly-desirable project**



Anyone can be a consultant, as long as they are **willing to learn**

Most consulting firms do not just hire business and finance majors. Instead, they prioritize hiring individuals who demonstrate **intellectual curiosity and a keen interest in learning**.

A successful consultant isn't afraid to **seek out challenges, acknowledge their blind spots, and ask questions regularly**.

"The biggest difference between a good consultant and a great consultant is their ability to ask good questions."