

AI-empowered Management Consulting

Exam duration 40 minutes

Question on Overview of Management Consulting

Having in mind the different role a consultant can assume, describe a business situation where a client would ask for a consultant as "hired hand"

Questions on the management of a consulting project

Focusing on the project manager, analyse the key activities project managers are asked to carry out in the initial phase of a consulting project

Questions on client relationships

Considering a new consulting firm, how would you design their sales approach.

Questions on Digital Management Consulting

Having in mind the competitive pressure that digital transformation is putting on the consulting sector, analyse the value proposition and paradox characterising the emerging "value-added process business" model

AI-empowered Management Consulting

Exam duration 40 minutes

Question on Overview of Management Consulting

Having in mind the different types of management consulting companies, suggest a case for using "grey hair" consultancy.

Questions on the management of a consulting project

Considering a structured approach to consultanting projects, describe which are the key target and activities of the "Control" phase

Questions on client relationships

Having in mind the key sections of a consulting proposal, analyse the expected differences in a proposal made by a "software based" consultancy and a "brain" consultancy.

Questions on Digital Management Consulting

Having in mind the competitive pressure that digital transformation is putting on the consulting sector, analyse the key characteristics of the emerging "facilitated network" model