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Reedy ISM I

22 March 2019

Role of Partners

Assessment 17 - Research

Date: 3/22/2019

Topic: Role of Partners

Works Cited:

“A World of Opportunity.” Role: Partner, yourfuture.accaglobal.com/global/en/your-career/sectors-industries-roles/partner.html.

Turk, Brianne. “Who's Who in a Consulting Firm.” GradAustralia, gradaustralia.com.au/consulting/whos-who-in-a-consulting-firm.

Assessment:

Throughout my research on the consulting field and the various different pathways that can be taken, my goal has always been to become a partner at a large consulting firm due to the respect given. However, my research has never touched upon why partners are so highly regarded and what exactly a consultant is required to do for their firm until now, where my research has delved into the true purpose of a partner.

My research has allowed me to discover that a partner is typically the highest position a consultant can reach without entering the C level realm which does not possess the same type of

work that consultants have to do such as client relations, on-site consulting, and volatile work assignments. However, this means that by following this path, it would require me to become an analyst first, then a consultant, then a senior consultant, then a manager, and finally either a director or partner. A director is a less stressful position that is often associated with partnerships, but in order to become a partner, it would require me to be able to function in high-pressure situations, under a lot of stress, successfully and efficiently. Partners typically do not focus on the day to day functions of firm but instead focus specifically on clientele growth, client relations, team management, long-term strategy and anything that requires their high level of experience in the required field. This means that in order for me to become a partner it would require me to be highly skilled and well versed in my domain with an unparalleled amount of expertise to ensure that the various, volatile assignments of a partner will be able to be successfully completed by me.

Similarly, my requirements for becoming a partner will be very important as well such as vast expertise, a history of successful handling of high profile projects, good client relations, and great internal relationships. In order to meet all these requirements, it would entail me to be willing to lead various proposals and projects instead of simply assisting, seize opportunities to be involved and utilized in complicated projects, develop one or two signature expertise to establish myself as the best in that domain, network extensively, display that the firm's success is my biggest goal, and be able to be involved in anything with little to no preparation time. Networking is perhaps the most important aspect that will need to be improved by me due to its value with establishing myself as a strong candidate for the partner position with internal C level employees, and the ability to gain a large number of clients with my strong networking.

Similarly, leadership is an aspect that is already one of my strong suits, but to ensure the hiring board that promoting me to partner would be a good decision, I would need to lead large teams of talented and confident individuals into solving complex issues for a high profile client in a short amount of time.

In total, becoming a partner would require me to separate myself from the middle-level employees that will also be competing for the partnership by cultivating the necessary skills as early as possible. This research has allowed me to truly grasp why partners are seen as the epitome of consulting, which is due to their high-pressure jobs and the responsibility that rests on their shoulders to move the entire firm into a positive direction.

[Annotated Documents](#)