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Reedy ISM I

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The Skills for Success

Assessment 4 - Research

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Topic: The Skills for Success

Works Cited:

de Stricker, Ulla, and Annie Joan Olesen. "Is management consulting for you? Part three--client relations: the key to success." Searcher, May 2005, p. 21+. Academic OneFile, <http://link.galegroup.com/apps/doc/A132190286/AONE?u=j043905010&sid=AONE&xid=fbd5c554>. Accessed 25 Sept. 2018.

**Assessment:**

Management consulting is a career path that involves an overlap of skills from a variety of fields that are not always business related. Through my research, some key skills that are necessary in order to become an exemplary management consultant were brought to my attention, such as certain “soft skills” that are pivotal in a consultant’s success.

The consulting field itself includes a wide variety of pathways that a successful consultant must be aware of, but there is also the aspect of appealing to clients which can be pivotal in making clients purchase your services. Appealing to the client requires a variety of

skills, but perhaps the most important skill is the mastery of “soft skills.” Soft skills are specific character traits and behaviors that are not specific to one career path but are vital to the establishment of an individual in a company and in the case of consulting, essential to the client relationship. Soft skills necessary for consulting include clear communication, adaptability, problem-solving, time management, and an attention to detail. Clear communication is crucial to me because it can help display my confidence and knowledge about the issue at hand, which can create positive relationships with the client through effective presentations and proposals.

Moreover, adaptability is one of the most important soft skills in consulting because there are often setbacks, and changes with projects, budgets, and clients, which means that I must be able to handle these situations with finesse by having an open mind and being decisive.

Problem-solving goes hand in hand with adaptability but is different in the aspect that certain issues are often predictable, and in order to be successful I must be able to combat these issues in the most efficient manner, saving both money and time. Likewise, time management is invaluable in consulting because I need to be able to set feasible goals for the client, prioritize and delegate important tasks, create plans that will help achieve goals, and keep an organized log of important meetings and decisions. Attention to detail is also crucial to my success, because it can demonstrate to the client that I am vigilant, and can comprehend the gravity of the situation.

These soft skills, that are vital to the development of an excellent consultant, are important to me because I need to begin exercises that will help me master the different soft skills. Fortunately, there are many ways to master these soft skills, and ISM is very helpful in my development of these skills. In ISM we have recently begun mastering our introductions and handshakes which are very important in consulting because they can establish a good first

impression on the client. Similarly, working on public speaking and presentations will benefit my communication skills, and the development of my public speaking can be attained through running for officer positions in the clubs I am a part of. Furthermore, in Business Professionals of America (BPA), there is a competition where I will have to work with a group and create an economic solution for a struggling business using data that we can only review for ten minutes, which will be very beneficial in refining my adaptability, problem-solving, attention to detail, and communication skills.

In order to master the soft skills that will lead to my success as a consultant, I will continue to take part in public speaking, officer positions, and challenging situations that can possibly encounter me in my career. Through my research, the understanding that knowledge of the subject is necessary, but mastering the art of appealing to the client is perhaps the most important skill a consultant can possess, has become clear to me.

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