The Management Consulting Minor develops an increased awareness of the role of the consultant and consulting practices in a variety of industries. Students will look at the following issues: determining the needs of the client, managing expectations, research and analytical tools used in a variety of consulting environments, and concluding the engagement.

The requirements are as follows:

1) Have a declared major and completed a minimum of 48 units of college-level courses with a minimum overall GPA of 2.75.

2) Submit an application to the Marshall School of Business Office of Undergraduate Advising, Bridge Hall (BRI) 104. For further information you may contact the Office of Undergraduate Advising directly at (213) 740-0690 or undergrad.advising@marshall.usc.edu.

3) Successful completion of the following courses with a minimum GPA of 2.0:

- **BUAD 304** Organizational Behavior (4 units, FaSp)
  The environments and technologies of business and industrial organizations, processes of work group development and management, and their effects on individual behavior.

- **MOR 462** Management Consulting (4 units, FaSp)
  Role of professional consultants; data gathering methods; consulting approaches from strategy, finance, operations, information systems, marketing, and human resources; action planning; ethical and career issues. Recommended preparation: BUAD 304

Choose AT LEAST THREE of the following:

- **IOM 455** Project Management (4 units, Sp)
  Topics related to project management in a variety of industries such as real estate projects, new product launch, plant location, etc.

- **MOR 421** Social and Ethical Issues in Business (4 units)
  The free-enterprise system examined from the perspective of modern corporations and their critics; business ethics in relation to personal/external values. Prerequisite: BUAD 304

- **MOR 461** Design of Effective Organizations (4 units, Fa)
  Designing management systems and practices that lead to organizational excellence; techniques for organizational change. Prerequisite: BUAD 304

- **MOR 463** Organization Change and Development (4 units, Sp)
  Theories and methods of introducing change in organizations. Techniques for analyzing organizations, developing change programs, and implementing changes. Ethical and career issues of change management. Recommended preparation: BUAD 304

- **MOR 465** Advanced Methods in Strategy Analysis (4 units, FaSp)
  Theories and methods for analyzing and developing strategy. Fundamental tools for strategic planning. Advanced methods for analyzing industries and competitors, and determining the scope of the firm. Recommended preparation: BUAD 497

- **MOR 469** Negotiation and Persuasion (4 units, FaSp)
  Theories, strategies, and ethics underlying negotiation and persuasion in contemporary organizations and societies. Emphasizes the knowledge and skills needed for effective negotiation and persuasion.

- **MOR 473** Designing and Leading Teams (4 units, Sp)
  Theories and practices for developing and leading teams. Skills for creating team structures and facilitating team processes. Knowledge for diagnosing team problems and devising solutions. Recommended preparation: BUAD 304

*Students in the Marshall School of Business and Leventhal School of Accounting are not eligible for the minor.*