CORPORATE CONSULTING

Increasingly, consulting companies are looking to hire Master’s-prepared social workers. The prepared social workers will: provide technical assistance to improve the delivery of social services through team development, train others in the field, and administer new policies and regulations of the company and government officials.

Social workers in consulting and corporate positions should possess:
- The ability to communicate clearly and concisely, orally and in writing.
- Excellent analytical, problem solving and strategic planning skills.
- Strong administrative management knowledge, including a well-developed financial foundation.
- Strong presentation skills, ability to project confidence, and the ability to think on your feet.
- Well-developed computer skills in Internet use, word processing, database, spreadsheet, scheduling, and fundraising programs.
- A thick skin. The supervision may be more direct and critical in nature than in typical social work settings. You are expected to contribute to the bottom line - you may have to sell.
- Tremendous endurance (the hours are long and there is the expectation that consultants will document billable hours of work at a consistently high level).

Social workers can gain valuable experience relevant to consulting by:
- Identifying and accessing internship opportunities in corporate settings.
- Joining and being active in organizations.
- Enrolling in management, budgeting, and administrative courses, both in and out of the social work school or department.
- Accessing field placements working in or with private, for-profit companies.
- Volunteering to secure training, build special skills, and broaden background.

Suggestions when searching for work:
- Networking and reputation are keys to your job search.
- Concentrate on using the web for information. Do not expect a tremendous response to e-mail or web applications alone. Follow up with personal contacts.
- Become involved in professional organizations and activities that expose you to the corporate community or non-profit consulting. (TIP: Go to special interest events and business card exchanges at the Chamber of Commerce and other member organizations.)
- Develop a thorough rational as to why a social worker with a Master's degree is a good choice for a consulting position. Emphasize the transferability of social work skills, for example:
  - interpersonal skills for relationship-/team-building
  - individual/group/system assessment for strategic planning
  - problem solving for negotiating/mediation
  - social administration for budgeting/development
- Plan to describe concisely the breadth of the social work field and to dispel common myths.
- Explain why you would be a good match for the position available by utilizing examples of your relevant accomplishments. Understand and practice communicating why you should be hired.

Examples of consulting corporations:
- Deloitte & Touche www.dttus.com
- Ernst and Young www.Eyi.com
- KPMG www.us.kpmg.com
- Price Waterhouse Coopers www.pwglobal.com

Prepared by the Core Group of the Career Development Directors in Social Work Education

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