

CORPORATE CONSULTING

Increasingly, consulting companies winning contracts from government and non-profit organizations are looking to hire Master's-prepared social workers for technical assistance to improve the delivery of social services through team development, training, and administration.

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, an 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 rationale 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_____relationship-/team-building
 - individual/group/system assessment_____strategic planning
 - problem solving_____negotiating/mediation
 - social administration_____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.pwcglobal.com

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