

General Management and Consulting Elective Course Map
[Career Management Center General Management and Consulting One-Pager](#)

Foundational Electives

Driving Strategic Impact: Mastering Strategy Consulting Skills
 NYC Immersion Seminar: The Management Consulting Industry

General Management / Communication Electives

Top Management Process
 Managerial Negotiations
 Organizational Change
 Power and Influence in Organizations
 The Leader's Voice: Communication Skills for Leading Organizations
 Turnaround Management
 Service Operations Management
 Supply Chain Management
 Managerial Decision Making
 Digital Literacy for Decision Makers
 Multidisciplinary approaches to human decision making

Strategy Electives

Behavioral Economics & Decision Making
 Corporate Strategy
 Napoleon's glance
 Developing and Executing the Market Strategy
 Integrated Marketing Strategy
 Digital Marketing: Strategy & Tactics
 Strategic Consumer Insights
 Marketing Workshop
 Operations Strategy
 Technology Strategy
 Economics of Organizational Strategy
 Defining and Developing Winning Strategic Capabilities

Analytics Electives

Capital Markets
 Applied Regression Analysis
 Financial Planning & Analysis
 Game Theory and Business
 Advanced Business Analytics
 Fundamental Analysis for Investors, Managers and Entrepreneurs
 Quantitative Finance: Models and Computation
 Marketing Research
 Quantitative Pricing & Revenue Analytics

Industry specific Electives

Being a consultant requires experience across a variety of industries. Below are some of the foundational courses for each industry. Please refer to each industry's [Elective Course Map](#) for a more complete list.

<p>Immersion Seminar: Creative Destruction in the Financial Services Industry Immersion Seminar: Luxury Brands NYC Immersion Seminar: Big Data Project Finance Advanced Corporate Finance Debt Markets Social Entrepreneurship: A Global Perspective / For the 21st Century</p>	<p>High Performing Nonprofits Media Platforms and Content Media and Entertainment: Strategy Consulting Projects Real Estate Finance Real Estate Transactions The US Healthcare Industry Strategy and Competition in Pharmaceuticals and Biotechnology</p>
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The courses included in this Course Map are representative examples of these functional and industry areas. For a full list of courses, please refer to [BOSS' Elective Selection Guidance](#) page.