

ARTICLE: CONSULATE EVENT

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LIFE AND CAREER IN CONSULTING WORKSHOP BY PROF. RANGAN MOHAN

On 15th September, Consulate- SDMIMD's Consulting Club, successfully conducted a workshop on the topic "Life and Career in Consulting", which saw enthusiastic participation from students, with 50 plus students in attendance.

Prof. Rangan Mohan imparted the following teachings:

Consultancy is more about what customer needs. Consultants' job is to ask the right questions and give their service without being hung up on them being followed. He suggested the use of the 5Ws and 1H model of questioning, the Contrarian questioning model and depressed model (trouble pointing) of questioning.

He suggested that a consultant should simplify things, don't leave people with too many thoughts, and leave them with 3-4 thoughts at max which can be the key takeaways. He recommended aspiring consultants be comfortable with the unknown and be reasonably good at networking.

He advised the students to pick a vertical and ace at it, rather than becoming the jack of all trades and master of none.

When one student asked, what motivates one to choose career in consultancy, Rangan Mohan sir answered that it provides self-satisfaction, and one feels that what they do has a real impact. It also pays well.

Another question that popped up during the session was regarding the ways to deal with rude clients. Sir said that no matter what happens customer is KING and that one cannot respond in the same tone. He advised, one must focus on providing value and should try to be professional.

Another student asked about pathways to a consulting career for a fresher. He asked the students not to expect to get a consulting job right out of the college, instead the students must concentrate on improving their knowledge and gain experience by working in different fields and interacting with consultants.

It was an interactive session, students were full of enthusiasm and inquisitiveness and this session resulted in imparting a clear picture of consulting careers to the students.



(In Picture: SDMIMD Consulting Committee with Prof. Rangan Mohan)