

**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 (FA/SP)

General Management / Communication	Strategy	Analytics
Top Management Process (FA/SP) Managerial Negotiations (FA/SP/SU) Organizational Change (FA/SP) Power & Influence (SP) The Leader's Voice (FA/SP/SU) Turnaround Management (FA/SP) Service Operations Management (FA) Supply Chain Management (SP) Managerial Decision Making (FA/SP) Digital Literacy for Decision Makers (FA/SP) Succeeding in Consulting: from Project Manager to CEO Advisor (FA)	Behavioral Economics & Decision Making (SP) Napoleon's Glance (FA/SP/SU) Developing and Executing the Market Strategy (SP) Strategies for Long-Term Growth (FA/SP) Winning Strategic Capabilities (FA/SP) Strategic Consumer Insights (SP) Operations Strategy (SP/SU) Technology Strategy (SP) Economics of Organizational Strategy (SP) Digital Marketing: Strategy & Tactics (SP/SU) Pricing Strategies (SP)	Capital Markets & Investments (FA/SP/SU) Applied Regression Analysis (FA/SP) Financial Planning & Analysis (FA/SP/SU) Game Theory and Business (FA/SP) Fundamental Analysis for Investors, Managers and Entrepreneurs (SP) Quantitative Finance: Models & Computation (SP) Marketing Research 360: From Discovery to Decisions (FA) Quantitative Pricing & Revenue Analytics (FA)

**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.*

High Performing Nonprofits (SP) NYC Immersion Seminar: Luxury Brands (SP/SU) NYC Immersion Seminar: Food Service (SP) Project Finance (FA) Advanced Corporate Finance (FA/SP/SU) Debt Markets (FA/SP) NYC Immersion Seminar: Strategy (SP)	Social Entrepreneurship: A Global Perspective / For the 21st Century (FA) Media Platforms and Content (SP) Media and Entertainment: Strategy Consulting Projects (SP/SU) Real Estate Finance (FA/SP/SU) Real Estate Transactions (FA) The US Healthcare Industry (FA) Strategy and Competition in Pharmaceuticals and Biotechnology (SP)
--	--