

Sample Learning Objectives: Internship for XYZ Company

Joe Gorlok

Position Responsibilities

Assist professionals at XYZ Company's Business Consulting Group with strategic analysis and plan development, industry and market research and analysis, and services provided by executive mentoring.

Learning Objectives

- A. Learn how the consulting business functions, from client attraction to adding value to the client's business
- Be able to answer the following questions about the functions within the XYZ's Business Consulting Group (BCG):
- How does BCG attract business?
 - What type of work is necessary to secure a client?
 - How does BCG assess the needs of the client?
 - How does client contact continue after the initial consulting services have been provided?
- B. Work within each of the three areas of BCG, (1) strategic planning, (2) executive mentoring and (3) business valuations to understand how they operate and how they contribute to the Business Consulting Group:
- Be able to answer the following questions about the function within BCG:
- What services are provided by each of these divisions?
 - What knowledge and skills are required to be successful in each of these areas?
 - How are efforts coordinated between and within each of these areas?
- C. Learn how the billing process functions, how to prepare proposal letters and other professional correspondence
- D. Meet other professionals in the Management Consulting field and identify strengths and weaknesses of a career in this field.
- E. Create a structured internship program for future interns here at XYZ Company. Implement this program and perfect it so that it fits the needs of both the professionals in the Business Consulting Group and future interns.
- F. Learn first-hand about the consulting business.