Inside Consulting: My Time at Altman Vilandrie

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Abstract

Over IAP, I had the privilege of working for Altman Vilandrie and Company, a Boston-based management strategy consulting firm. I selected this externship because I wanted to understand how consulting works. I also wanted to see if I would enjoy the job full time.

 During my time at Altman Vilandrie, I was staffed on three projects. The first two weeks I worked on a data center market analysis with two other consultants. During the third week, I worked on another data center market analysis with one of the consultants I had worked with previously. During the final week, I worked on the competitive analysis for a large Multichannel Video Programming Distributor (MVPD) (essentially a cable or satellite provider) with a different team.

 This paper analyzes Altman Vilandrie and Company, in particular, the project teams that I worked on. This paper analyses the teams using the 3 “lenses” proposed by John Carroll. First this paper looks at my work experience through a strategic design lens that focuses on the formal structure of the consulting teams I was a member of. This paper then analyzes the teams through a political lens. This paper will focus on a disagreement I had with another member of my team and how I reacted in order to make my ideas heard. Finally this paper will review the culture of Altman Vilandrie, and in particular, the teams I was on.

 *Keywords:* work, organization, consulting, organizations,

References

Carrol, J. S. (2006). Introduction to Organizational Analysis: The Three Lenses.