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Reading 2
36-726
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3 Things I have Learned:

1. While I have few years of experience as strategy consultant, I have never worked as Statistical consultant before. I have learned about the most common stages of the consulting process for statistical consulting project and that some stages of the process differ from strategy consulting process.
2. I have learned from the reading that in some cases, our counter-partner or the person we are talking to in stage 2, could not be our Real Client and consultants should always seek to identify the real client for the project.
3. I was aware of the fact that data-scientists, analyst, and statistical consultant could play Data-Blessor, Collaborator, and Teaching role. However, I thought the helper role and leader role was decided based on individual's title or seniority (e.g. if the PM is statistical consultant, statistician takes the leader role and vice versa). I have learned that the helper / leader role for the project is decided based on the focus and scope of the project.

3 Questions I got from the Reading:

1. In regards to the first thing I have learned from the reading (bullet 1 above), I am curious about the first stage of the process. It says in the reading that the first stage of the process is establishing rapport. In my experience, the project was always initialized by preparing a proposal report / presentation for our potential client. Is this step not required or usually not required in statistical project?
2. My goal in the aspect of the career path is to work at strategy consulting firm as a consultant with statistical knowledge and skillset. How is working at strategy consulting firm as data analyst different from working at data consulting firm as data consultant? Will the processes and key things to do at each stage be different?
3. My last question from the reading is about the interpersonal skillsets required for the stat-consultant. In negotiating for desired consulting role, the core explained in the reading is to successfully capture client's needs and approach the potential issue in a way that could satisfy client's needs. Is it also possible to suggest a potential issue and persuade our clients into having those needs to negotiate for a desired role?