ChatGPT Answers Consulting Questions

Idea In Short

ChatGPT distills complex consulting knowledge into clear, structured answers with remarkable speed. It excels at framing resume advice, case interview tips, and statement of work elements. The technology will not replace consultants, but consultants who use it will replace those who do not.

The Hype Is Justified

If you have not tried ChatGPT, stop reading and do that first. The amount of hype is probably justifiable. The technology clobbers information into a summarized format that anyone could understand. What is even more striking is that it continually improves through deep learning, which keeps getting better as training data grows and users help reduce optimization errors. 1

We are all surprised because tools like Amazon Alexa have been rudimentary for so long. For someone who values the 80/20 principle and getting to the point quickly, ChatGPT delivers high value with low effort. It is not perfect, but neither is the internet.

Common Questions and Resume Advice

When asked about the ten most popular consulting questions on Reddit, ChatGPT provided a relevant list. It covered case interview preparation, the best firms to work for, salary expectations, common challenges, necessary skills, breaking into the industry, firm culture, differences between firms, successful projects, and resources for learning. The topics are not exhaustive but they are accurate.

On resume writing for consulting firms, ChatGPT offered solid guidance. Tailor your resume to highlight relevant experience in project management, data analysis, business strategy, or problem-solving. Highlight achievements using metrics to quantify impact such as cost

savings or revenue growth. Emphasize education because consulting firms value academic credentials. Use a clear and concise format with bullet points for skimmability. Include relevant extracurricular activities showing leadership and initiative. Proofread carefully because a polished resume demonstrates attention to detail. 2

Case Interview and Job Advice

For case interviews, ChatGPT recommended becoming familiar with the format and practicing with sample cases. Listen carefully to the interviewer and repeat the problem statement to ensure understanding. Structure your analysis before jumping into solutions by breaking the problem into smaller parts. Communicate your thought process clearly using simple language without jargon. Be creative and flexible, adjusting your approach if initial hypotheses prove incorrect. Practice relentlessly and seek feedback to identify areas for improvement.

On succeeding as a junior consultant, the advice was equally practical. Be eager to learn from experienced colleagues and ask questions. Develop skills in data analysis, problem-solving, and communication through training and feedback. Be proactive in identifying opportunities to contribute rather than waiting for assignments. Build relationships with colleagues, clients, and stakeholders. Manage time effectively using calendars and to-do lists. Communicate clearly and listen actively to understand client needs.

Presentations and Statements of Work

ChatGPT defined a great consulting presentation as one that effectively communicates recommendations, insights, and findings in a clear and compelling way. Start by defining your audience and objectives to tailor the message. Use a clear logical structure with introduction, body, and conclusion. Use visual aids like charts and diagrams to illustrate points. Focus on key messages rather than overwhelming the audience. Use storytelling techniques with real-life examples. Practice several times before delivery and anticipate potential questions.

On the typical elements of a consulting Statement of Work [SOW], ChatGPT listed project overview, deliverables, project team, timeline, scope of work, budget, assumptions and dependencies, governance, and terms and conditions. Including these elements ensures both parties understand the scope, timeline, and budget. This establishes a clear framework

for the engagement and promotes a successful outcome.

Data Requests and Saying No

Getting clients to respond to data requests is an important part of a consultant's job. ChatGPT advised being clear and specific about what data is needed, why, and how it will be used. Set a deadline to create urgency. Follow up politely if no response arrives within a reasonable timeframe. Build a positive relationship to increase responsiveness. Be flexible when clients lack the data or cannot provide it within the needed timeframe. Explain how the data benefits the project to create buy-in.

On saying no to a boss for an unreasonable request, ChatGPT offered measured advice. Understand the request fully before responding. Clarify your own priorities and be transparent about workload impact. Be honest about concerns and limitations without making excuses. Offer alternative solutions or compromises. Stay professional and respectful regardless of the outcome. For example, you could say you appreciate the urgency but given current commitments, you cannot deliver the expected quality within the timeframe, and ask whether there is flexibility on timeline or scope.

The Peter Drucker Question

Peter Drucker coined the term knowledge worker in 1959 because humans created massive value through their ability to search, process, correlate, arbitrate, validate, extrapolate, prioritize, communicate, write, edit, and persuade with data. 3 The question of what Drucker would think of ChatGPT is worth pondering.

Based on his writings, Drucker likely would have recognized the value of technology in facilitating communication, problem-solving, and decision-making. He would have emphasized the human element, stressing that people are the most important asset in any organization. He might have viewed ChatGPT as a tool to supplement human intelligence and collaboration, while cautioning against losing focus on human interactions and relationships.

Drucker was often critical of unintended consequences from technological advancements. He might have raised questions about ethical concerns such as privacy and security. He might have questioned the impact of Artificial Intelligence on the job market and societal

inequalities. His writings suggest he would have been both intrigued and cautious.

Why This Matters

ChatGPT generated all of the above content in one hour. The quality is fluent, structured, and largely accurate. For consultants, this means the baseline for first drafts, frameworks, and structured advice has shifted dramatically. The value of a consultant no longer lies in producing a first draft of a resume guide or a SOW template. That is now a commodity.

The value lies in judgment, contextual adaptation, client relationships, and the ability to navigate organizational politics that no language model can replicate. Consultants who learn to use ChatGPT as a thinking partner will outpace those who treat it as a threat. The technology learns with our help, and those who engage with it early will build the most effective workflows.

The internet is not perfect either, and we rely on it daily. ChatGPT represents a similar inflection point where the imperfections are outweighed by the utility. The consultants who thrive will be those who combine AI fluency with deep domain expertise, strong client relationships, and the wisdom to know when to trust the machine and when to override it.

- 1ChatGPT, Wikipedia
- 2ChatGPT In Consulting: Maximizing Efficiency, LinkedIn
- 3Peter Drucker On Knowledge Workers, Ed Batista

Summary

Generative AI compresses what took ten years of writing into one hour of prompting. It summarizes fluently and improves continually. The knowledge worker's edge now lies in judgment, validation, and persuasion rather than raw information processing.