

MANAGEMENT CONSULTING CERTIFICATION

DEVELOP. ANALYZE. STRATEGIZE.
DELIVER IMPACT.

Build the mindset. Master the tools.
Become the consultant businesses trust.



PROGRAM AT A GLANCE



DATES

Oct 2026 - Apr 2027



TIMING

5:30 PM - 8:30 PM



DURATION

168 Hours



LOCATION

FGM, USJ Beirut



Module 1	810\$
Module 2	810\$
Module 3	1,080\$
Capstone Project	250\$
TOTAL FEES	2,950\$

ABOUT THIS PROGRAM

The Management Consulting Certification Program, jointly delivered by the Professional Training Center (CFP) and the Business School (FGM) at USJ, combines academic excellence with industry expertise to prepare professionals for today's business challenges.

Designed for professionals looking to strengthen their strategic and analytical skills, the program covers consulting methodologies, structured problem solving, business diagnostics, organizational transformation, and data-driven decision-making.

Through expert-led sessions, real-world case studies, and practical applications, participants develop the skills to tackle complex challenges and deliver impactful business solutions.

The program concludes in a **Capstone Consulting Project**, allowing participants to apply their knowledge to a real business challenge and gain hands-on consulting experience.



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MODULES AND LEARNING OUTCOMES

A structured journey to develop the analytical mindset, strategic insight, and communication skills needed to solve complex business challenges and deliver meaningful impact.

Modules	Learning Outcomes	Key Focus	Experts
1  Management Consulting Foundations Dates: 20, 22, 27, 29 October 2026 3, 5 November 2026	LO1 Understand various consulting domains, engagement models, and consulting roles. LO2 Understand different types of engagements, challenges, and the fundamentals of B2B relationships.	- Understand core consulting principles, frameworks, and problem- solving approaches. - Differentiate between external and internal consulting engagements. - Understand B2B consulting relationships and engagement models.	 Pr. Fouad Zmokhol Dean of USJ Business School  Mr. Victor Hamoush Senior advisor in strategy, governance, and capital markets
2  Structured Problem Solving & Issue Trees MECE Dates: 10, 12, 17, 19, 24, 26 November 2026	LO1 Structure complex business problems using MECE logic, issue trees, and hypothesis-driven reasoning. LO2 Formulate prioritized, data-supported recommendations based on structured analysis.	- Apply the MECE principle to organize business problems. - Build issue trees to decompose complex business questions. - Formulate hypotheses to guide analysis.	 Mr. Jean Marie Charles Specialist in strategic advisory, corporate resilience, and international business development.  Mrs. Serena Hage Manager at Strategy& Middle East
3  Organizational Strategy & Transformation Dates: 1, 3, 8, 10, 15, 17 December 2026	LO1 Analyze business problems using structured consulting frameworks and tools. LO2 Design transformation initiatives and evaluate their effectiveness using KPIs and change management frameworks LO3 Understand different types of engagements, challenges, and the fundamentals of B2B relationships.	- Apply strategic analysis tools and processes to assess external and internal environments. - Manage organizational alignment and change initiatives. - Develop KPI frameworks and evaluate transformation impact. - Structure executive proposals. - Communicate recommendations with clarity and impact.	 Pr. May Sayegh Associate Professor at USJ Business School  Pr. Gloria Haddad Associate Professor at USJ Business School  Mrs. Serena Hage Manager at Strategy& Middle East
4  Financial & Operational Diagnostics Dates: 12, 14, 19, 21, 26, 28 January 2027	LO1 Diagnose organizational performance using financial and operational indicators. LO2 Develop data-driven improvement recommendations supported by analytical tools and KPIs.	- Analyze financial statements, ratios, and key performance indicators. Assess operational efficiency and performance. - Use analytical tools to identify gaps and opportunities. - Recommend actionable improvements.	 Pr. Maroun Khater Academic Coordinator at USJ Business School  Pr. Ziad Francis Data Scientist specialized in Machine Learning, AI, and predictive modeling.



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5  Data Analysis for Consultants (Excel & Power BI) Dates: 2, 4, 11, 16, 18, 23 February 2027	LO1 Analyze and visualize business data using Excel and Power BI to support consulting project implementation. LO2 Integrate quantitative insights into structured consulting projects.	- Analyze data using Excel and Power BI visualization tools. - Build dashboards and reports that drive actionable insights. - Incorporate data-driven insights into structured problem solving. - Support recommendations with quantitative evidence.	 Mr. Fadi Abou Jamra <i>Senior international business development and project execution executive</i>
6 Two Skills Workshops (Soft & Technical) Dates: 25 February 2027 2, 4, 11, 16, 18, 23 March 2027 6, 8, 13 April 2027	LO1 Communicate professionally using consulting storytelling techniques and structured presentations. LO2 Develop and communicate clear executive-level recommendations using consulting-style communication and the Pyramid Principle. LO3 Demonstrate ethical professional behavior with various stakeholders.	- Develop effective oral communication skills. - Structure and deliver compelling presentations. - Strengthen professional written communication. - Apply executive summaries and the Pyramid Principle. - Practice ethical decision-making. - Build professional integrity and stakeholder trust.	 Mr. Charbel Raji <i>Communications Advisor & Coach International Talk Show Host</i>  Mr. Costantin Salameh <i>Senior Coach & Investment Advisor</i>  Mr. Jean Marie Charles <i>Specialist in strategic advisory, corporate resilience, and international business development.</i>



WHO SHOULD ATTEND

This program is ideal for professionals seeking to strengthen their strategic thinking, analytical capabilities, and consulting expertise, including:

- Mid and senior-level managers
- Business analysts
- Strategy and transformation professionals
- Project and program managers
- Entrepreneurs and business owners
- Internal and aspiring management consultants
- Professionals leading organizational change
- Recent graduates seeking a career in consulting



CERTIFICATE AWARDED

Upon successful completion of the program participants will receive a certificate jointly delivered by the Business School and the Professional Training Center at USJ.

