

Liverpool John Moores University

Title: CONSULTANCY SKILLS FOR BUSINESS TURNAROUND
Status: Definitive
Code: **7007BUSBT** (117377)
Version Start Date: 01-08-2011

Owning School/Faculty: Liverpool Business School
Teaching School/Faculty: Liverpool Business School

Team	Leader
Paul Joyce	Y

Academic Level: FHEQ7
Credit Value: 15.00
Total Delivered Hours: 24.00
Total Learning Hours: 150
Private Study: 126

Delivery Options

Course typically offered: Standard Year Long

Component	Contact Hours
Workshop	24.000

Grading Basis: 40 %

Assessment Details

Category	Short Description	Description	Weighting (%)	Exam Duration
Portfolio	Portfolio	Portfolio.	100.0	

Aims

To develop practitioners who have the confidence, skills and expertise to form a relationship with the owners of a distressed organisation and to interact effectively with creditors.

Learning Outcomes

After completing the module the student should be able to:

LO 1 Negotiate with creditors.

- LO 2 Carry out a consultancy role with integrity.
 LO 3 Use consultancy skills to form a satisfactory consultant-client relationship on a fee basis.

Learning Outcomes of Assessments

The assessment item list is assessed via the learning outcomes listed:

Portfolio	LO	LO	LO
	1	2	3

Outline Syllabus

Consultancy processes and skills

The Family dimension (including succession issues)

Questioning techniques

Empathy with the distressed business person (emotional dimension, e.g. the painful aspects of being owner of a distressed business)

Professional codes of conduct and ethical issues

Buying time: prioritising creditor pressures

Negotiating with creditors

Learning Activities

The learning activities of this module include workshops (utilising formal input, exercises, group discussions, case studies, and so on) and independent learning supported by on-line resources.

References

Course Material	Book
Author	Cope, M
Publishing Year	2010
Title	The Seven C's of Consulting
Subtitle	The Definitive Guide to the Consulting Process
Edition	3rd edition
Publisher	FT Prentice Hall
ISBN	

Course Material	Book
Author	Lee, K (ed)
Publishing Year	2002
Title	Consulting into the Future
Subtitle	The Key Skills
Edition	

Publisher	Management Consultancies Association
ISBN	

Notes

To develop practitioners who have the confidence, skills and expertise to form a relationship with the owners of a distressed organisation and to interact effectively with creditors.

Coursework: Portfolio – modelled on a client file concept, this assessment comprises elements such as: a proposal letter to a client; individual report reflecting on a role play of a meeting between consultant and client; holding letter to a creditor; a report to creditors making a proposal to pay an outstanding debt; and a case study analysis and recommendations on an ethical issue.