

Liverpool John Moores University

Title: International Consultancy Skills
Status: Definitive
Code: **7014BUSIHR** (123960)
Version Start Date: 01-08-2021

Owning School/Faculty: Business and Management
Teaching School/Faculty: Business and Management

Team	Leader
Samah Shaffakat	Y

Academic Level: FHEQ7 **Credit Value:** 10 **Total Delivered Hours:** 18
Total Learning Hours: 100 **Private Study:** 82

Delivery Options

Course typically offered: Semester 2

Component	Contact Hours
Workshop	18

Grading Basis: 50 %

Assessment Details

Category	Short Description	Description	Weighting (%)	Exam Duration
Presentation	Individual	Assessment will involve providing students with a business case study. Students will be expected to critically evaluate the problems within the business and propose a turnaround plan.	100	

Aims

1 Critically assimilate the relationship between the organisation's business model and its performance.

2 Critically analyse the context of the economy and how it impacts on people and

organisations globally.

3 Critically evaluate the role, behaviours and attitudes of HR consultants in a changing commercial environment.

Learning Outcomes

After completing the module the student should be able to:

- 1 Critically assimilate the relationship between the organisation's business model and its performance.
- 2 Critically assimilate the relationship between the organisation's business model and its performance.
- 3 Critically evaluate the role, behaviours and attitudes of HR consultants in a changing commercial environment.

Learning Outcomes of Assessments

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

Commercial proposal 1 2 3

Outline Syllabus

The economy, people and organisations
The HR function and the finance function
The role of a management consultant
Developing and evaluating the business model canvas
HR consultancy: providing HR services commercially
Pitching for a commercial contract
Project managing a commercial contract

Learning Activities

Workshop format. Students will be required to apply their knowledge within varying organizational contexts, and to review and evaluate contemporary literature/research. Case studies will be used to assist in this process and students will discuss approaches used in known organizations. Blackboard discussion groups and on line provision of session materials.

Notes

Understanding the business model is essential for the evaluation of a business's success or failure. The key building blocks of a business model includes understanding the following: customer, financial cost structure, revenue streams, channels, key activities, etc. The focus of the module will be to review these against

HRM activities and context.