

Liverpool John Moores University

Title: MANAGEMENT CONSULTANCY
Status: Definitive
Code: **7502KFGMI** (116546)
Version Start Date: 01-08-2011

Owning School/Faculty: Liverpool Business School
Teaching School/Faculty: Kaplan Financial Glasgow

Team	Leader
Philip Kelly	Y

Academic Level: FHEQ7
Credit Value: 15.00
Total Delivered Hours: 36.00
Total Learning Hours: 150
Private Study: 114

Delivery Options

Course typically offered: Runs Twice - S1 & S2

Component	Contact Hours
Lecture	12.000
Tutorial	24.000

Grading Basis: 40 %

Assessment Details

Category	Short Description	Description	Weighting (%)	Exam Duration
Presentation	AS1	Group presentation.	50.0	
Report	AS2	Group/ Individual report.	50.0	

Aims

The aim of this module is to impart the consulting process knowledge and skills needed to develop the student into a management consultant – particularly when operating within an international organization setting.

Learning Outcomes

After completing the module the student should be able to:

- 1 Apply the consultancy process
- 2 Create a consultancy proposal
- 3 Analyse business problems
- 4 Propose and communicate, to a client, a solution to an analysed business problem
- 5 Appraise the change management challenges and issues associated with the proposed solution to a business problem

Learning Outcomes of Assessments

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

Presentation	1	3	4	5	
CW	1	2	3	4	5

Outline Syllabus

The nature of management consulting and how it adds value (what it is, roles and responsibilities, modes of consulting)
Consulting and the consultancy process (overview of the consulting process)
Consultancy skills (project management, analysis, relationship building, selling, team work, communications)
Work (assignment) proposals (function of and how to write the proposal)
Consulting across borders and cultures
Problem definition (identifying opportunities, problem analysis)
Undertaking consultancy projects (consultant project planning and time management)
Creating consultancy outputs: the consultancy report
Communicating problem analysis and recommendations
Group work
Case study and problem based learning

Learning Activities

This module adopts a problem based approach to learning, supported with lectures. Learning is driven by challenging business problems; students work in small collaborative groups with tutors facilitating experiential learning.

References

Course Material	Book
Author	Wickham, P and Wickham, L
Publishing Year	2007
Title	Management Consulting - Delivering an Effective Project
Subtitle	

Edition	
Publisher	FT Prentice Hall
ISBN	

Course Material	Book
Author	Kelly, P P
Publishing Year	2009
Title	International Business and Management
Subtitle	
Edition	
Publisher	Cengage Learning EMEA
ISBN	

Course Material	Book
Author	Rees, W and Porter, C
Publishing Year	2008
Title	Skills of Management
Subtitle	
Edition	
Publisher	Cengage Learning EMEA
ISBN	

Course Material	Book
Author	Newton, R
Publishing Year	2010
Title	The Management Consultant: Mastering the Art of Consultancy
Subtitle	
Edition	
Publisher	FT Prentice Hall
ISBN	

Course Material	Book
Author	Greiner, L E and Poulfelt, F
Publishing Year	2009
Title	Management Consulting Today and Tomorrow
Subtitle	
Edition	
Publisher	Routledge
ISBN	

Notes

The assessment task will typically involve a client organisation and a real world business problem which they face. Through group work, students will adopt a consultative approach, capturing client requirements, structuring, identifying and

analysing the problem which will then be presented back to the client along with advice on possible alternative solutions and implementation. Emphasis will be placed on consultancy type deliverables such as the consultancy proposal, findings and recommendations presentation and report.