

## Liverpool John Moores University

Title: MANAGEMENT CONSULTANCY  
Status: Definitive  
Code: **7506KFMMI** (116570)  
Version Start Date: 01-08-2011

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

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:

ESSAY	1	3	4	5	
ESSAY	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

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

<b>Edition</b>	
<b>Publisher</b>	FT Prentice Hall
<b>ISBN</b>	

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

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

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

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

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## 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.