

Syllabus  
**BIS6223E Consulting**  
Holger Benad, Patrick Marber  
Winter Semester 2021/22

<b>Level</b>	Master	
<b>Credits</b>	3 ECTS Credits	
<b>Student Contact Hours</b>	2	
<b>Workload</b>	90 h Workload	
<b>Prerequisites</b>	Methods Project Management	
<b>Time</b>	See <a href="#">LSF</a>	
<b>Room</b>	tbd	
<b>Start Date</b>		
<b>Lecturers</b>	<b>Name</b>	Holger Benad (MHP) /Patrick Marber (MHP)
	<b>Office</b>	-
	<b>Virtual Office</b>	-
	<b>Office Hours</b>	-
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	<b>Email</b>	<a href="mailto:holger.benad@mhp.com">holger.benad@mhp.com</a> / <a href="mailto:patrick.marber@mhp.com">patrick.marber@mhp.com</a>

## Summary

The course conveys both soft and hard skills in order to occupy the interface between IT, departments and management in companies. This includes the consideration of the professional profile of a consultant, who is now largely bought for this task. As part of the lecture, students have the opportunity to improve their rhetorical skills and to question critically their own demeanor.

The focus of the lecture is the processing of a case study in the context of the ever advancing service orientation of manufacturing companies and their challenge to integrate them into the established product-oriented processes. The students learn to grasp the problem and to prepare it for a consulting project in a way that is appropriate for the customer. The elaboration of the current scientific and practical standard is just as relevant as a guideline for the implementation of a service strategy. As a consultant, it is still about the structured and professional approach within projects as well as the skill to deal with different hierarchical levels and to adapt to the situation.

## Outline of the Course

Date	Topic	Room
Start of lecture	Start of Lecture Introductory Course and Introduction Consulting <ul style="list-style-type: none"><li>- Course of lectures and examination</li><li>- Historical development of the consultant</li><li>- Tasks, trends and success factors of consulting</li><li>- Service orientation in manufacturing companies</li></ul>	On-site
Weekly (2 SWS)	Independent work and regular challenges & coordination with the lecturers	Online/On-site
December 2021	Interim presentation & feedback	On-site
January	Final presentation and lessons learned <ul style="list-style-type: none"><li>- Final presentation on case study</li><li>- Critical reflection on the case study</li><li>- Lessons Learned</li><li>- Handover of documents</li></ul>	On-site



## **Literature and Course Materials**

Basic literature will be provided to students at the beginning of lecture

## **Assessment**

- Processing of a case study (40%)
- Presentation of the case study and its results (60%)

## **Academic Integrity and Student Responsibility**

Within the scope of the course, participants work according to the principles for scientific work of Pforzheim University. Furthermore, please observe the guidelines for conduct in study and teaching, research and administration, which apply to all members of the Faculty of Business and Law.

Scientific work requires the application of scientific standards. As students, you strive to advance knowledge and adhere to the criteria of scientific objectivity and integrity in your work. You do not use questionable sources and prove all extraneous thoughts according to the accepted rules of scientific work.

You comply with the legal provisions for the protection of intellectual property.

Further information can be found here:

[https://businesspf.hs-pforzheim.de/fakultaet/profil/unsere\\_ethik\\_kodex](https://businesspf.hs-pforzheim.de/fakultaet/profil/unsere_ethik_kodex)

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## **Code of Conduct for online Teaching**

[Link to the Code of Conduct for online Teaching](#)