

Consulting II: Practical case work

GMT6213

Syllabus

Winter Term 2020/21

Time:	October – December 2020, cf. Schedule/LSF
Room:	W 1.5.01/T1.3.06/07/ W1.3.06, cf. Schedule
ECTS-Credits:	3
Level:	Advanced
Prerequisites:	--
Accessibility:	Course is an elective for 3 rd semester MBA-IM and open to international guest students on MBA-level

Learning Objectives:

The competence building is based on three main axes:

- Drafting methodological frameworks for international consulting assignments
- Familiarity with tools for process documentation

Course contributions to the MBA program goals / learning outcomes

Goal	Course Contributions to Goal	Assessment
1 Responsible leadership in organizational contexts	<ul style="list-style-type: none"> • Case studies worked on under high pressure in a true business environment. 	Presentation of case study results
2 Creative problem solving skills in a complex business environment	<ul style="list-style-type: none"> • Understanding of real business cases with an international dimension • Exercises and group work as part of the lectures 	Presentation of a restructuring concept in front of a consultant client Professional presentation during recruitment event
3 Research Skills		
4 Management of Innovation		

5 Management of the challenges of global sustainability and awareness for social and corporate responsibilities		
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Main course topics:

1. Consulting in Business Development
2. Advisory Services to Business Restructuring
3. Process Documentation Tools

Basic outline and organization:

With the help of two full-day case-studies and a two-day training, the students will have to demonstrate their capability of defining the back-bones of a consulting approach in a competitive bidding and developing a conceptual framework for real consulting cases.

Grading:

For each of the three case-studies, the students will provide for a final oral presentation. The participation in the three case-studies is mandatory.

Course Materials:

Kubr, Milan: Management Consulting

Preliminary schedule for Consulting II: Practical case work

Oct, 30 & 31	Training in Process Documentation (P. Steinmann & Dihlmann)
Dec, 4	Case-Study in International Business Development (B. Khashabian)
Dec, 19 (tbc)	Case-Study in Business Restructuring (T. Schmidt)