The University of Southern Queensland  
Course Specification

**Description: Management Consulting**

<table>
<thead>
<tr>
<th>Subject</th>
<th>Cat-Nbr</th>
<th>Class</th>
<th>Term</th>
<th>Mode</th>
<th>Units</th>
<th>Campus</th>
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<tr>
<td>MGT</td>
<td>8035</td>
<td>14305</td>
<td>2, 2002</td>
<td>EXT</td>
<td>1.00</td>
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**Academic Group:** FOBUS  
**Academic Org:** FOB003  
**HECS Band:** 2  
**ASCED Code:** 080307

**STAFFING**  
Examiner: Ronel Erwee  
Moderator: Cec Pedersen

**SYNOPSIS**  
The first section of this course assists the student to investigate the major features of changes in the business environment and their impact on clients' use of consultancy as well as changes in the management consulting industry. The second section of this course has a focus on analysing your consulting skills and building business networks. The third section deals with establishing a smaller consultancy or developing a consulting career in major multinational companies. The fourth section deals with areas of specialisation in consulting. In the final section of this course students are required to apply the concepts to analyse practices in a company of their choice.

**OBJECTIVES**  
On successful completion of this course students will be able to:

- understand changes in the business environment and their impact on clients' use of consultancy as well as changes in the management consulting industry; and
- analyse your consulting skills and build business networks; and
- formulate guidelines on establishing a smaller consultancy or developing a consulting career in major multinational companies; and
- apply the concepts to analyse practices in a company of their choice.

**TOPICS**

<table>
<thead>
<tr>
<th>Description</th>
<th>Weighting (%)</th>
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<tbody>
<tr>
<td>1. Changes in the consulting industry</td>
<td>20.00</td>
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<tr>
<td>2. Models of consultation</td>
<td>15.00</td>
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</table>
3. Building Business networks in consulting 15.00
4. Analysing your Consulting competencies 20.00
5. Developing a consulting career: large and small consultancies 15.00

6.1. Global business consulting - cultural contexts

6.2. International Human Resource Management

**TEXT and MATERIALS required to be PURCHASED or ACCESSED:**

Books can be ordered by fax or telephone. For costs and further details use the 'Book Search' facility at http://bookshop.usq.edu.au by entering the author or title of the text.


**REFERENCE MATERIALS**

Reference materials are materials that, if accessed by students, may improve their knowledge and understanding of the material in the course and enrich their learning experience.

Databases via USQ Connect: EBSCOhost Business Source Elite, Academic Search Full Text Elite; Infotrac Business ASAP; Emerald Intelligence + Fulltext.

, Asia Pacific Journal of Human Resources,
, Asia Pacific Journal of Management,
(USQ Library: Videos on ASIAN countries SBS & ABC programs for television)
, International Business Review,
, Journal of Euro-Asian Management,
, Journal of International Business Studies,
, Journal of World Business,


**STUDENT WORKLOAD REQUIREMENTS**

<table>
<thead>
<tr>
<th>ACTIVITY</th>
<th>HOURS</th>
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<tbody>
<tr>
<td>Assessment</td>
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<tr>
<td>Directed Study</td>
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<td>Private Study</td>
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**ASSESSMENT DETAILS**

<table>
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<tr>
<th>Description</th>
<th>Marks Out of</th>
<th>Wtg(%)</th>
<th>Required</th>
<th>Due Date</th>
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<tr>
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<td>50.00</td>
<td>50.00</td>
<td>Y</td>
<td>02 Sep 2002</td>
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<tr>
<td>ASSIGNMENT 2</td>
<td>50.00</td>
<td>50.00</td>
<td>Y</td>
<td>31 Oct 2002</td>
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**OTHER REQUIREMENTS**

1. To obtain a pass in this course, students must pass the overall assignment work. There must be an overall pass in each of the assessments and the pass mark is 50%. To be assured of a B grade students will be required to obtain an overall mark of 65%. To be assured of an A grade students will be required to obtain an overall
mark of 75%. To be assured of an HD grade students will be required to obtain an overall mark of 85%. Final grades for the course will be determined by the addition of the marks obtained in each assessment item.

2 The due date of an assignment is the date by which a student must dispatch the assignment to the University, and is normally that defined in the relevant course specification. The onus is on the student to provide, if requested, proof of date of dispatch.

3 Students may apply for an assignment extension by personally contacting the course leader at least two weeks before the due date. Such applications should be in writing and include supporting documentary evidence. Alternatively the contact could be by phone or email but documentary evidence will still be expected. The authority for granting extensions rests with the relevant Course Leader.

4 All assignments dispatched after due dates without appropriate extension approvals or after approved extension dates will be penalised up to a maximum of 20% of the assigned work per work day.

5 Students must retain a copy of all assignments that must be provided if/when required by the Course Leader.

6 Course weightings of topics should not be interpreted as applying to the number of marks allocated to questions testing those topics in an examination paper.

7 Mechanised erasers, mobile telephones and other electronic media are not permitted in exam venues.