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>
</tr>
</thead>
<tbody>
<tr>
<td>MGT</td>
<td>8035</td>
<td>14306</td>
<td>2, 2002</td>
<td>WEB</td>
<td>1.00</td>
<td>TW MBA</td>
</tr>
</tbody>
</table>

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>
</tr>
</thead>
<tbody>
<tr>
<td>1. Changes in the consulting industry</td>
<td>20.00</td>
</tr>
<tr>
<td>2. Models of consultation</td>
<td>15.00</td>
</tr>
</tbody>
</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 International Business Studies*,
, , *Journal of World Business*,


**STUDENT WORKLOAD REQUIREMENTS**

<table>
<thead>
<tr>
<th>ACTIVITY</th>
<th>HOURS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private Study</td>
<td>160</td>
</tr>
</tbody>
</table>

**ASSESSMENT DETAILS**

<table>
<thead>
<tr>
<th>Description</th>
<th>Marks Out of</th>
<th>Wtg(%)</th>
<th>Required</th>
<th>Due Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASSIGNMENT 1</td>
<td>50.00</td>
<td>50.00</td>
<td>Y</td>
<td>02 Sep 2002</td>
</tr>
<tr>
<td>ASSIGNMENT 2</td>
<td>50.00</td>
<td>50.00</td>
<td>Y</td>
<td>31 Oct 2002</td>
</tr>
</tbody>
</table>

**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 unit 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.