Description: Management Consulting

Subject | Cat-nbr | Class | Term | Mode | Units | Campus
--------|---------|-------|------|------|-------|-------
MGT      | 8035    | 44246 | 2, 2005 | EXT | 1.00  | Toowoomba

Academic group: FOBUS
Academic org: FOB003
Student contribution 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:

1. understand changes in the business environment and their impact on clients’ use of consultancy as well as changes in the management consulting industry;
2. analyse your consulting skills and build business networks;
3. formulate guidelines on establishing a smaller consultancy or developing a consulting career in major multinational companies; and
4. 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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<tr>
<td>3. Building Business Networks in Consulting</td>
<td>15.00</td>
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<td>4. Analysing your Consulting Competencies</td>
<td>20.00</td>
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<tr>
<td>5. Developing a Consulting Career: Large and Small Consultancies</td>
<td>15.00</td>
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6.2. International Human Resource Management

TEXT and MATERIALS required to be PURCHASED or ACCESSED

ALL textbooks and materials are available for purchase from USQ BOOKSHOP (unless otherwise stated). Orders may be placed via secure internet, free fax 1800642453, phone 07 46312742 (within Australia), or mail. Overseas students should fax +61 7 46311743, or phone +61 7 46312742. For costs, further details, and internet ordering, use the 'Textbook Search' facility at http://bookshop.usq.edu.au click ‘Semester’, then enter your ‘Course Code’ (no spaces).


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,
, , International Business Review,
, , Journal of Euro-Asian Management,
, , Journal of International Business Studies,
, , Journal of World Business,

USQ Library: Videos on Asian countries SBS & ABC programs for television


Ford, D 1998, Managing business relationships, John Wiley & Sons, Chichester, UK.


(revised and expanded)


(revised edition)


(revised & updated edition)


**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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<tr>
<td>Private Study</td>
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**ASSESSMENT DETAILS**

<table>
<thead>
<tr>
<th>Description</th>
<th>Marks out of</th>
<th>Wt(%)</th>
<th>Due date</th>
</tr>
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<tbody>
<tr>
<td>ASSIGNMENT 1</td>
<td>50.00</td>
<td>50.00</td>
<td>29 Aug 2005</td>
</tr>
<tr>
<td>ASSIGNMENT 2</td>
<td>50.00</td>
<td>50.00</td>
<td>24 Oct 2005</td>
</tr>
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</table>

**IMPORTANT ASSESSMENT INFORMATION**

1. Attendance requirements:
   If you are an international student in Australia, you are advised to attend all classes at your campus. For all other students, there are no attendance requirements for this course. However, it is the students' responsibility to study all material provided to them or required to be accessed by them to maximise their chance of meeting the objectives of the course and to be informed of course-related activities and administration.

2. Requirements for students to complete each assessment item satisfactorily:
   To complete each of the assessment items satisfactorily, students must obtain at least 50% of the marks available for each assessment item.

3. Penalties for late submission of required work:
If students submit assignments after the due date without prior approval then a penalty of 20% of the total marks available for the assignment will apply for each working day late.

4 Requirements for student to be awarded a passing grade in the course:
To be assured of receiving a passing grade a student must achieve at least 50% in each of the summative assessments and at least 50% of the available weighted marks for the summative assessment items.

5 Method used to combine assessment results to attain final grade:
The final grades for students will be assigned on the basis of the weighted aggregate of the marks (or grades) obtained for each of the summative assessment items in the course.

6 Examination information:
There is no examination in this course.

7 Examination period when Deferred/Supplementary examinations will be held:
Not applicable.

8 University Regulations:
Students should read USQ Regulations 5.1 Definitions, 5.6. Assessment, and 5.10 Academic Misconduct for further information and to avoid actions which might contravene University Regulations. These regulations can be found at the URL http://www.usq.edu.au/corporateservices/calendar/part5.htm. Students should also read the Faculty of Business Guide to Policies and Procedures of the Faculty which can be found at the URL http://www.usq.edu.au/handbook/current/buspolproc.html.

ASSESSMENT NOTES

1 Assignments: (i) The due date for an assignment is the date by which a student must despatch the assignment to the USQ. The onus is on the student to provide proof of the despatch date, if requested by the Examiner. (ii) If requested, students will be required to provide a copy of an assignment submitted for assessment purposes. This should be despatched to the USQ within 24 hours of receipt of a request being made. (iii) The Examiner may grant an extension of the due date of an assignment in extenuating circumstances. Students may apply for an assignment extension by personally contacting the Examiner 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 e-mail but documentary evidence will still be expected. The authority for granting extensions rests with the Examiner. (iv) The Examiner will normally only accept assessments that have been written, typed or printed on paper-based media. (v) The Examiner will not accept submission of assignments by facsimile.

OTHER REQUIREMENTS

1 Learning Resources: Prescribed text and materials (see above); prescribed reference materials (see above); printed Introductory Book, Study Book/s, and Book/s of Selected Readings; and course Website accessible via USQConnect.