The University of Southern Queensland

Course specification
This version produced 20 Dec 2007.
The current and official versions of the course specifications are available on the web at <http://www.usq.edu.au/coursespecification/current>.
Please consult the web for updates that may occur during the year.

<table>
<thead>
<tr>
<th>Description: Management Consulting</th>
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<tbody>
<tr>
<td>Subject</td>
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<tr>
<td>MGT</td>
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**Academic group:** FOBUS  
**Academic org:** FOB004  
**Student contribution band:** 2  
**ASCED code:** 080307

**STAFFING**
Examiner: Ronel Erwee  
Moderator: Retha Wiesner

**OTHER REQUISITES**
Students are required to have access to a personal computer, e-mail capabilities and Internet access to USQConnect. Current details of computer requirements can be found at http://www.usq.edu.au/business/aboutfob.htm

**SYNOPSIS**
The first theme 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 theme of this course has a focus on analysing your consulting skills and building business networks. The third theme deals with establishing a smaller consultancy or developing a consulting career in major multinational companies. The fourth theme deals with areas of specialisation in consulting. In the assignments of this course students are required to analyse the changes in the consulting industry and to analyse application of these concepts and practices in a company or situation of their choice.

**OBJECTIVES**
The course objectives define the student learning outcomes for a course. The assessment item/s that may be used to assess student achievement of an objective is/are shown in parentheses after each objective. On successful completion of this course, students should 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 (Assignment 1)  
2. analyse your consulting skills and build business networks (Assignment 1)  
3. formulate guidelines on establishing a smaller consultancy or developing a consulting career in major multinational companies (Assignment 2)  
4. apply the concepts to analyse practices in a company of their choice (Assignment 1, Assignment 2).
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>
</tr>
<tr>
<td>2. Models of consultation</td>
<td>15.00</td>
</tr>
<tr>
<td>3. Building business networks in consulting</td>
<td>15.00</td>
</tr>
<tr>
<td>4. Analysing your consulting competencies</td>
<td>20.00</td>
</tr>
<tr>
<td>5. Developing a consulting career: large and small consultancies</td>
<td>15.00</td>
</tr>
<tr>
<td>6. Areas of specialisation: global business consulting - cultural contexts, international human resource management</td>
<td>15.00</td>
</tr>
<tr>
<td>6.1. Global business consulting - cultural contexts</td>
<td></td>
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<tr>
<td>6.2. International human resource management</td>
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</table>

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).

(OR Greiner, L & Poulfelt, F (eds) 2005, Handbook of management consulting: the contemporary consultant, Thomson South-Western, Mason, Ohio.)

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


### STUDENT WORKLOAD REQUIREMENTS

<table>
<thead>
<tr>
<th>ACTIVITY</th>
<th>HOURS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private Study</td>
<td>160.00</td>
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</table>

### ASSESSMENT DETAILS

<table>
<thead>
<tr>
<th>Description</th>
<th>Marks out of</th>
<th>Wtg(%)</th>
<th>Due date</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASSIGNMENT 1</td>
<td>50.00</td>
<td>50.00</td>
<td>07 Sep 2007</td>
</tr>
<tr>
<td>ASSIGNMENT 2</td>
<td>50.00</td>
<td>50.00</td>
<td>29 Oct 2007</td>
</tr>
</tbody>
</table>
IMPORTANT ASSESSMENT INFORMATION

1 Attendance requirements:
   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 satisfactorily complete an individual assessment item a student must achieve at least
   50% of the marks. (Depending upon the requirements in Statement 4 below, students may
   not have to satisfactorily complete each assessment item to receive a passing grade in this
   course.)

3 Penalties for late submission of required work:
   If students submit assignments after the due date without prior approval of the examiner,
   then a penalty of 5% of the total marks gained by the student for the assignment may apply
   for each working day late up to ten working days at which time a mark of zero may be
   recorded.

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% of the total
   weighted marks available for the course.

5 Method used to combine assessment results to attain final grade:
   The final grades for students will be assigned on the basis of the aggregate of the weighted
   marks 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 Student
   Academic Misconduct for further information and to avoid actions which might contravene
   university regulations. These regulations can be found at
   http://www.usq.edu.au/corporateservices/calendar/part5.htm. Students should also read
   the Faculty of Business Policies and Procedures which can be found at

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) Students must retain a copy of each
assignment submitted for assessment. This must be produced within 24 hours if required
by the examiner. (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 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) In the event that a due date for an
assignment falls on a local public holiday in their area, such as a show holiday, the due
date for the assignment will be the next day. Students are to note on the assignment cover
the date of the public holiday for the examiner’s convenience.
OTHER REQUIREMENTS

1. Learning resources: Prescribed texts and materials (see above); recommended reference materials (see above); and course Website accessible via USQConnect.