

BW 411 Consulting Management Skills

The course is split in two main sections. The first section will provide an overview of Consulting as a profession, the consulting market, the consultancy operating model, and ethical challenges of consulting. In addition, we will walk through the phases of a consulting project – from the initial pitch, the right pricing, to the kick-off, etc.

The second section consists of an introduction and practice of Consulting team management skills. You will gain insight and experience that will prove to be valuable in rendering your project leadership successful.

Semester Agenda:

- Consulting Profession
 - Characteristics and approaches in consulting
 - Structure and trends in the consulting market
 - Ethical challenges in consulting
- Management of Consultancies
 - The professional consulting organization: HR Development, Knowledge Management, Performance Management
 - Winning the pitch: Successful practices from the initial client contact to the consulting contract
- Consulting Project Management with integrated case study
 - Stakeholder analysis
 - Team management
 - Interviewing
 - From data to chart

The final presentation

Assessment: Rated assignments; a final exam only upon specific student request at the outset of the course.

Lecturer: Prof. Dr. Selchert

ECTS: 4