

Code	M17VZB16E	ECTS Credit	6	HUN Credit	6
Module Title:	BUSINESS CONSULTING				
Term:	spring				
Module Leader:	Dr. Roland Schmuck PhD Lecturer: Csaba Ruzsa		Office Hours:	Dr. Roland Schmuck: Tuesday 15:30-16:30 (office: B219)	
Telephone:	+36-72-501-599/23369		E-mail:	roland@ktk.pte.hu ruzsa.csaba@pte.hu	
Short Description:	The MSc in Applied Management Programme is designed to give last year students an opportunity to meet real life problems and to consult with real businesses and organisations. This module will provide student interaction with existing business problems as well as with top managers of the businesses. In the final stage student have to solve a real business problem.				
Sessions (weeks) (The schedule is tentative, and subject to change.) 1. Introduction. What do we expect from each other and from the course? A Brief introduction to Management Consulting. 2. Definition of management consulting. What consultants do? 3. Process of management consulting. Student presentations about Management Consulting market. 4. Methods of management consulting. 5. International tendencies of management consulting. 6. Gábor Kornai (CEO of AAM Consulting) guest lecturer. Student group work. 7. Methods of diagnosis in management consulting 8. New approaches and critics of consulting methods. Student group work. 9. Consulting and project management by Balázs Horváth (Product manager at Finastra) guest lecturer. Finastra is the third largest Fintech company in the world. 10. Spring break – No lesson (10 April 2019). 11. Consulting at startups. Student group work. 12. Rovitex company visit (24 April 2019) 13. National Holiday (1 May 2019) 14. Student presentations based on Rovitex company visit					
Aims:	The course is designed to overview the various aspects of consulting profession issues. Effort will be placed on developing proficiencies in a range of skills required to practice consulting. Moreover, the aim of this module is to provide students with the opportunity to apply concepts learned in their MSc study to real world business situation. Through this module students will provide confidential consulting to business enterprises under the direction of the supervisor. The course is practically useful to those who are specifically interested in consulting careers or whose current or future jobs involve consulting or line management using consultants.				
Learning Outcomes: Knowledge	This course provides a synthesised knowledge on business and a potential of understanding real life business problems. Gaining knowledge of business consulting practices. Gaining practice in solving a real world project. Gaining exposure to various processes and interventions involved in the business consulting field. Experience in problem solving and decision making. A potential to improve ability to present analyses of issues and problems in a concise, accurate, clear and interesting manner from the perspective of a consult.				
Learning Outcomes: Skills	In overall, students will be able to synthesize textbook learning from other courses along with critical thinking skills. Students learn how to match individual strengths, weaknesses, likes, dislikes, personality and goals with consulting opportunities, demands and behaviours so as to help enhance placement and career opportunities in consulting. Students work in teams, so the module develops team building skills. Students are required to solve problems by meeting the ethics of consultancy and business. Students develop communications skills to solve the client's problems. Moreover, enhanced capabilities and presentation skills, both written and oral, are required in the classwork.				

Teaching and Learning Strategies:	Students learn in lectures about the basics of business consulting. Later the semester students receive a real world company problem to solve as if they were consultants. Students have to work in team work on this problem. They have to make a presentation of their work at the end of the semester.
Assessment Scheme:	Students' knowledge and understanding is assessed by individual exam and team work tasks. Evaluation consists of: <ul style="list-style-type: none"> • Final exam (50%) • Classwork (40%) • Presentation (10%) Evaluation: <ul style="list-style-type: none"> • 0%-51%: fail (1) • 51.1%-59.9%: pass (2) • 60%-74.9%: fair (3) • 75%-87.9%: good (4) • 88%-100%: excellent (5) Maximum 20% missing (3 classes) is acceptable.
Core Learning Materials:	<ul style="list-style-type: none"> • Altman, W., 2008: what's the point of management consultants?. In.: Engineering & Technology (17509637); 7/5/2008, Vol. 3 Issue 12, p80-83, 4p, • Biswas, Sugata – Twitchell, Daryl: Management Consulting, 2nd Edition, John Wiley & Sons. Inc., New York, 1999, 2002 pp. 5-28; 69-73; 101-126; 209-237. • Economist, 2011: Advice for consultants. In The Economist. 6/4/2011, • Kubr M, 2002 : Management Consulting – A guide to the profession. International Labour Office Geneva. 3-85, 153-261, 547-575 pp. • Markham, Calvert: Developing Consulting Skills = Consulting to Management - C2M, 2005, Vol. 16. Issue 4, pp. 33-37. • Nadler A.,D., 2005: Confession of a trusted consultant. In: HBR, 2005/sept. 68-77 pp. • Poór, József – Gross, Andrew: Management Consultancy in an Eastern European Context, KJK-Kerszöv, Budapest, 2003 pp. 13-39; 57-72; 145-156. • Sadler, Philip (ed.): Management Consultancy, Kogan page, London 2001. pp. 293-321. • RASIEL ETHAN M., FRIGA PAUL N.: The McKinsey Mind. McGraw-Hill. 2002. 1-103 pp. • Schiffman, Stephan: The Consultant's Handbook, 2nd Edition, Adams Media Corporation Holbrook, Massachusetts, 2001 pp. 103-135.
Optional Learning Material:	