

Department	13 General and Interdisciplinary Studies
Course title	Business Consulting
Hours per week (SWS)	2
Number of ECTS credits	2
Course objective	<p>Imparting knowledge and qualification of students in the following subject matters:</p> <ul style="list-style-type: none"> - Consulting techniques - Consulting methods and tools - Life cycle of consulting projects—from acquisition to project completion - Procedures and approaches in consulting projects to solve complex business problems <p>After attending the modules the students are familiar with professional consulting techniques and tools in order to carry out consulting tasks from acquisition to project completion in a systematic and structured way.</p>
Prerequisites	Regular participation is obligatory. Lecture, reading material and case studies will be in English.
Recommended reading	<p>Weiss, Alan (2009): Getting Started in Consulting, Wiley.</p> <p>Toppin, Gilbert; Czerniawska, Fiona (2005): The Economist: Business Consulting: A Guide to How it Works and How to Make it Work, Bloomberg Press</p> <p>Kubr, Milan (2005): Management Consulting: A Guide to the Profession, Bookwell Publications ISBN 978-8185040448</p> <p>Weinberg, Gerald (2011): The Secrets of Consulting: A Guide to Giving and Getting Advice Successfully, Weinberg & Weinberg.</p> <p>McKenna, Christopher D. (2009): The World's Newest Profession: Management Consulting in the Twentieth Century, Cambridge University Press.</p> <p>e-fellows.net: Perspektive Unternehmensberatung 2019: Case Studies, Branchenüberblick und Erfahrungsberichte zum Einstieg ins Consulting</p> <p>Rasiel, Ethan M and Friga, Paul N, (2002): The McKinsey Mind. McGraw-Hill. ISBN 0-07-137429-9</p> <p>Minto, Barbara, (1987). The Pyramid Principle: Logic in Thinking and Writing. Pitman Publishing.</p> <p>Block, Peter, (2000) Flawless Consulting: A Guide to Getting Your Expertise Used, University Associates, Inc.</p> <p>Maister, DH, Galford, R, Green, C, (2002). The Trusted Advisor, Simon & Schuster UK Ltd.</p> <p>Markham, Calvert, (2007). Practical Management Consultancy, Croner. CCH Group Ltd.</p> <p>The Economist Pocket Style Book, The Economist Publications Ltd.</p>
Teaching methods	Case studies, team work, coaching, lectures.
Assessment methods	Written exam.
Language of instruction	English
Name of lecturer	Prof. Dr.-Ing. Alexander Suhm
Email	alexander.suhm@hm.edu
Course content	<p>Business Consulting is a growing sector of the employment and business industry. Business Consulting will continue to be a significant career option for many students, regardless of whether a student's academic foundation is in business, engineering, or the basic sciences. Careers in Business Consulting often provide individuals an opportunity for challenging work, continued self-development, access to important social and professional networks, and, over time, significant financial rewards.</p> <p>There has been no better time to join the consulting industry, based on industry growth statistics. More importantly, as businesses strive to develop their positions in the market place, improve efficiency, reduce costs, and optimize operations, consultants are used on an increasingly larger basis.</p> <p>This is an applications course exploring the profession of business consulting. The course is designed to provide a framework for understanding the art and science of providing business counsel to client organizations in the public and private sectors.</p> <p>The course is relevant to those 1) who are specifically interested in consulting careers and / or 2) whose current or future jobs involve staff consulting or line management using consultants.</p> <p>This course will be held every two weeks.</p>