### Managing Consulting Companies

<table>
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<tr>
<th>Module Code</th>
<th>Workload</th>
<th>Credits</th>
<th>Semester</th>
<th>Frequency of Module</th>
<th>Duration</th>
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<tr>
<td></td>
<td>180 hrs.</td>
<td>6</td>
<td>1</td>
<td>Only summer semester</td>
<td>1 Semester</td>
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#### 1 Module Components
- Managing Consulting Companies

#### 2 Teaching Language
- English

#### 3 Contact Hours
- 45 hrs.

#### 4 Self Study
- 135 hrs.

#### 5 Class Size
- 15

### 2 Learning Outcomes

Nach erfolgreicher Teilnahme am Modul können die Studierenden ...

**Knowledge (1)**
... Know aspects of the consulting market, actual trends and growth factors

**Comprehension (2)**
... Understand business processes of a consulting company

**Application (3)**
... Practise scientific management approaches, consulting-oriented techniques and approaches by consulting companies used in consulting projects
... Perform teamwork, presentations and communication in teams

**Analysis (4)**
... Explain business processes of a consulting company

**Synthesis (5)**
... Develop approaches for usage of the methods and techniques in consulting projects
... Assemble individual results to a group-based presentation

**Evaluation (6)**
... Evaluate approaches and techniques for specific economic circumstances of a company
... Evaluate presentation skills

### 3 Individual Component Content

- Economical view on consulting companies
- Growth aspects (area, actual subjects, regions)
- Management of consulting companies
  - Scientific management approaches
  - Strategy oriented techniques
  - Approaches by consulting companies
- Human Resource Management
- Project Management
  - Acquisition/Marketing (company profile, offer)
  - Project implementation
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|   | - Confirming  
|   |   - Billing  
|   |   - Controlling  
|   |   - Reporting (steering committee, management meeting)  

4 Teaching Methods  

* a) Seminar  

5 Prerequisites  

* - None  

6 Methods of Assessment  

* a) Graded Assessment 1K (40%) (Written Exam) (6 LP insgesamt für alle Teilprüfungsleistung dieser Lehrveranstaltung)  
* a) Graded Assessment 1sbA (60%) (Practical Work)  

7 Applicability of Module  

Business Consulting M.Sc. (BCM)  

8 Person Responsible for Module  

Prof. Dr. Peter Mattheis (Module Responsible)  

9 Reading List (Core Texts and Recommended Texts)  

* Cope, Mick: The seven Cs of consulting : the definitive guide to the consulting process, 3. ed., Financial Times Prentice Hall 2010  
* Nissen, V. (Ed.): Digital Transformation of the Consulting Industry, Springer 2018  
* Stroh, Linda K.: The basic principles of effective consulting, 2. ed., Routledge 2019  