

<b>Managing Consulting Companies</b>						
<b>Module Code</b>	<b>Workload</b>	<b>Credits</b>	<b>Semester</b>	<b>Frequency of Module</b>	<b>Duration</b>	
	180 hrs.	6	1	Only summer semester	1 Semester	
<b>1</b>	<b>Module Components</b>		<b>Teaching Language</b>	<b>Contact Hours</b>	<b>Self Study</b>	<b>Class Size</b>
	a) Managing Consulting Companies		a) English	a) 45 hrs.	a) 135 hrs.	a) 15
<b>2</b>	<p><b>Learning Outcomes</b></p> <p>Nach erfolgreicher Teilnahme am Modul können die Studierenden ...</p> <p><b>Knowledge (1)</b> ... Know aspects of the consulting market, actual trends and growth factors</p> <p><b>Comprehension (2)</b> ... Understand business processes of a consulting company</p> <p><b>Application (3)</b> ... Practise scientific management approaches, consulting-oriented techniques and approaches by consulting companies used in consulting projects ... Perform teamwork, presentations and communication in teams</p> <p><b>Analysis (4)</b> ... Explain business processes of a consulting company</p> <p><b>Synthesis (5)</b> ... Develop approaches for usage of the methods and techniques in consulting projects ... Assemble individual results to a group-based presentation</p> <p><b>Evaluation (6)</b> ... Evaluate approaches and techniques for specific economic circumstances of a company ... Evaluate presentation skills</p>					
<b>3</b>	<p><b>Individual Component Content</b></p> <p>a) - 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</p>					

	<ul style="list-style-type: none"> <li>- Confirming</li> <li>- Billing</li> <li>- Controlling</li> <li>- Reporting (steering committee, management meeting)</li> </ul>
<b>4</b>	<p><b>Teaching Methods</b></p> <p>a) Seminar</p>
<b>5</b>	<p><b>Prerequisites</b></p> <ul style="list-style-type: none"> <li>- None</li> </ul>
<b>6</b>	<p><b>Methods of Assessment</b></p> <p>a) Graded Assessment 1K (40%) (Written Exam) (6 LP insgesamt für alle Teilprüfungsleistung dieser Lehrveranstaltung)</p> <p>a) Graded Assessment 1sbA (60%) (Practical Work)</p>
<b>7</b>	<p><b>Applicability of Module</b></p> <p>Business Consulting M.Sc. (BCM)</p>
<b>8</b>	<p><b>Person Responsible for Module</b></p> <p>Prof. Dr. Peter Mattheis (Module Responsible)</p>
<b>9</b>	<p><b>Reading List (Core Texts and Recommended Texts)</b></p> <p>a) Block, Peter: Flawless consulting : a guide to getting your expertise used, 3. ed., Jossey-Bass,; John Wiley [distributor] 2011</p> <p>Cope, Mick: The seven Cs of consulting : the definitive guide to the consulting process, 3. ed., Financial Times Prentice Hall 2010</p> <p>Nissen, V. (Ed.): Digital Transformation of the Consulting Industry, Springer 2018</p> <p>Stroh, Linda K.: The basic principles of effective consulting, 2. ed., Routledge 2019</p> <p>Weiss, Alan: Million dollar consulting: The Professional's Guide to Growing a Practice, 5. ed., McGraw-Hill Education 2016</p>