

Module Details	
Module Title	Management Consulting (Distance Learning)
Module Code	OIM7038-A
Academic Year	2022/3
Credits	10
School	School of Management
FHEQ Level	FHEQ Level 7

Contact Hours	
Type	Hours
Lectures	7
Tutorials	9
Groupwork	10
Interactive Learning Objects	14
Directed Study	60

Availability	
Occurrence	Location / Period
DLA	University of Bradford / Semester 1

Module Aims
1. To develop a critical understanding of the principles of good consulting practice. 2. To provide participants with an understanding of the higher level skills required for the management consulting professional environment. 3. To act as an integrating vehicle for student application of MBA learning into the workplace.

Outline Syllabus

Management Consultancy - An Introduction;
 The Principles Of Selling;
 The Start Of The Assignment;
 The Skills Of The Consultant - Research;
 The Skills Of The Consultant - Analysis;
 Exploring And Refining;
 Choosing And Planning;
 Implementation;
 Clients;
 An Alternative Perspective - The Dark Side.

Learning Outcomes

Outcome Number	Description
	1a. Define and summarise the principal academic theories and dominant professional practices of management consulting and management consultants; 1b. Produce a comprehensive list of the concepts, structure and roles of the management consultants within the contemporary organisation.
	2a. Evaluate the practical application of management consulting in various business settings 2b. Develop skills in the use of techniques associated with successful consulting interventions; 2c. Assess and critically evaluate the effectiveness of different consulting interventions; 2d. Clearly present consultancy solutions orally in a tailor-made scenario
	3a. Apply structured knowledge, and research and analysis skills for effective project delivery 3b. Research and define a business situation and apply the knowledge, methodologies and skills required in order to satisfy client needs for a sustainable, ethical solution to be implemented 3c. Enhance skills of analysis, problem-solving, creative thinking and communication 3d. Analyse business problems and scenarios.

Learning, Teaching and Assessment Strategy

Student learning is through a combination of lectures, seminars, tutorials and group work, as well as guided private study. Lectures and seminars will provide students with the technical knowledge required to develop their understanding of the consultancy process and client-consulting relationships. Tutorials and group work will afford students opportunities to practise skills of analysis and evaluation with respect to consulting interventions based on real world examples. Tutorials will further aid reflection, critical evaluation of client context and critical skills for research, analysis and effective project delivery.

As part of directed studies, students will be guided to appropriate primary and secondary sources to further enhance knowledge of the consulting process. This will include research on specific issues as assigned in class and feedback on knowledge and understanding demonstrated will be gained through presentations in class.

In-class formative presentations will provide formative peer and tutor feedback against module learning outcomes for group learning situations. Summative assessment includes an individual written assignment in which students will further demonstrate formal knowledge gained, focused against learning outcomes 1 and 2. A formative group assignment will take the form of an analysis of a client scenario and presentation of an appropriate consulting response and suggested intervention. In doing so it formally addresses learning outcomes 2 and 3.

Mode of Assessment			
Type	Method	Description	Weighting
Summative	Coursework - Written	Individual Assignment (2000 words)	100%

Reading List	
To access the reading list for this module, please visit https://bradford.rl.talis.com/index.html	

Please note:

This module descriptor has been published in advance of the academic year to which it applies. Every effort has been made to ensure that the information is accurate at the time of publication, but minor changes may occur given the interval between publishing and commencement of teaching. Upon commencement of the module, students will receive a handbook with further detail about the module and any changes will be discussed and/or communicated at this point.

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