

DESCRIPTION AND SYLLABUS

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| Name of the subject in Hungarian: | Consulting Professional Skills |
| Name of the subject in English: | Consulting Professional Skills |
| Credit value of the subject: | 6 |
| The code of the subject in the electronic study system: | MN-COPROS-06-KG |
| Classification of the subject: | Obligatory |
| Language of instruction (in case of non-Hungarian courses): | English |
| Institute or department responsible for the subject: | Institute of Management |
| Course type and number of contact hours: | Lecture + Practical, class per week: 2+2, class per semester: 0+0 |
| Mode of study: (Full-time / Part-time): | Full-time training |
| The semester in which the subject is open for registration: | 2022/2023 1st semester |
| Prerequisite(s): | - |

THE PURPOSE OF THE SUBJECT, LEARNING OUTCOMES:

This is a practical and in-depth course that addresses the overall profession of management consulting, how management consulting firms are organized and managed, consulting firm economics and professional rate setting, how consulting firms compete and secure clients, the types of services consulting firms provide, service delivery methods and practices, engagement management and progress reporting, deliverable development and content, value-added consulting services, managing client relations and expectations, and specialized consulting situations for strategy, operational improvement, acquisitions and turnarounds. The course also addresses ethics and professional responsibility in consulting and consulting as a career. In this course you will learn many aspects of management consulting and what it is to be a consultant, how consultants behave, why clients use consultants, the consulting service delivery process, and the economics and management challenges of operating a consulting firm.

SUMMARY OF THE CONTENT OF THE SUBJECT

The students will learn many aspects of management consulting and what it is to be a consultant, how consultants behave, why clients use consultants, the consulting service delivery process, and the economics and management challenges of operating a consulting firm.

STUDENT'S TASKS AND PLANNED LEARNING ACTIVITIES:

Case Simulations
 Strategy Consulting Services
 Operational & Reengineering Consulting Services
 Takeover & M&A Consulting Services

EVALUATION OF THE SUBJECT:

Students get examination grades after the completion of the examination in case of lectures and practical courses to be completed together.

Such examination grades are the sum of up to 50 points for the evaluation of the work at the practical class and up to

50 points earned at the examination.

Only students who have earned at least 25 points for the practical class can be allowed to take the examination. For

students who do not meet this requirement, the subject is considered not completed and they must register for it again

if they have originally registered for it as a compulsory subject.

If the examination score is less than 25 points or have an “ did not obtain signature” status in the subject registry in the

electronic study administration system, the examination grade is “fail” and the provisions of the assessment and

evaluation system of the student’s knowledge are to be applied to improve the grade and fulfil the subject requirements.

Upon repeated registration for a subject, the practical points previously earned are lost and cannot be counted towards

the evaluation of the repeated subject.

Offered grade can be given: No.

OBLIGATORY READING LIST:

- Larry Greiner and Poulfelt Flemming: Management Consulting Today and Tomorrow- Perspectives and Advice from 27 Leading World Experts, Routledge Publishing, 2010 (<https://www.amazon.co.uk>)
- Peter Block: Flawless Consulting, latest edition, University Associates, La Jolla, 2011 (<https://www.amazon.co.uk>)
- Richard Newton: The Management Consultant: Mastering the Art of Consultancy, Prentice Hall, 2010
- Larry Greiner and Thomas Olson: Management Consulting Today and Tomorrow Casebook, Routledge Publishing, 2010
- Savio Gomes: Practical Management Consultancy, First Step Publishing, 2018
- Timothy Clark and Robin Fincham: Critical Consulting: New Perspectives on the Management Advice Industry, Blackwell Publishers Ltd, 2002