Description: Management Consulting

<table>
<thead>
<tr>
<th>Subject</th>
<th>Cat-nbr</th>
<th>Class</th>
<th>Term</th>
<th>Mode</th>
<th>Units</th>
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<td>MGT</td>
<td>8035</td>
<td>66190</td>
<td>2, 2007</td>
<td>EXT</td>
<td>1.00</td>
<td>Toowoomba</td>
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Academic group: FOBUS
Academic org: FOB004
Student contribution band: 2
ASCED code: 080307

STAFFING
Examiner: Ronel Erwee
Moderator: Retha Wiesner

OTHER REQUISITES
Students are required to have access to a personal computer, e-mail capabilities and Internet access to USQConnect. Current details of computer requirements can be found at http://www.usq.edu.au/business/aboutfob.htm

SYNOPSIS
The first theme of this course assists the student to investigate the major features of changes in the business environment and their impact on clients' use of consultancy as well as changes in the management consulting industry. The second theme of this course has a focus on analysing your consulting skills and building business networks. The third theme deals with establishing a smaller consultancy or developing a consulting career in major multinational companies. The fourth theme deals with areas of specialisation in consulting. In the assignments of this course students are required to analyse the changes in the consulting industry and to analyse application of these concepts and practices in a company or situation of their choice.

OBJECTIVES
The course objectives define the student learning outcomes for a course. The assessment item/s that may be used to assess student achievement of an objective is/are shown in parentheses after each objective. On successful completion of this course, students should be able to:

1. understand changes in the business environment and their impact on clients' use of consultancy as well as changes in the management consulting industry (Assignment 1)
2. analyse your consulting skills and build business networks (Assignment 1)
3. formulate guidelines on establishing a smaller consultancy or developing a consulting career in major multinational companies (Assignment 2)
4. apply the concepts to analyse practices in a company of their choice (Assignment 1, Assignment 2).
TOPICS

<table>
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<tr>
<th>Description</th>
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<tbody>
<tr>
<td>Changes in the consulting industry</td>
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<tr>
<td>Models of consultation</td>
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<tr>
<td>Building business networks in consulting</td>
<td>15.00</td>
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<tr>
<td>Analysing your consulting competencies</td>
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<td>Developing a consulting career: large and small consultancies</td>
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<tr>
<td>Areas of specialisation: global business consulting - cultural contexts, international human resource management</td>
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<tr>
<td>6.1. Global business consulting - cultural contexts</td>
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<tr>
<td>6.2. International human resource management</td>
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TEXT and MATERIALS required to be PURCHASED or ACCESSED

ALL textbooks and materials are available for purchase from USQ BOOKSHOP (unless otherwise stated). Orders may be placed via secure internet, free fax 1800642453, phone 07 46312742 (within Australia), or mail. Overseas students should fax +61 7 46311743, or phone +61 7 46312742. For costs, further details, and internet ordering, use the 'Textbook Search' facility at http://bookshop.usq.edu.au click 'Semester', then enter your 'Course Code' (no spaces).

(OR Greiner, L & Poulfelt, F (eds) 2005, Handbook of management consulting: the contemporary consultant, Thomson South-Western, Mason, Ohio.)

REFERENCE MATERIALS

Reference materials are materials that, if accessed by students, may improve their knowledge and understanding of the material in the course and enrich their learning experience.

Databases via USQ Connect: EBSCOhost Business Source Elite, Academic Search Full Text Elite; Infotrac Business ASAP; Emerald Intelligence + Fulltext.

, , Asia Pacific Journal of Human Resources,
, , Asia Pacific Journal of Management,
, , International Business Review,
, , Journal of Euro-Asian Management,
, , Journal of International Business Studies,
, , Journal of World Business,
USQ Library: Videos on Asian countries SBS & ABC programs for television


**STUDENT WORKLOAD REQUIREMENTS**

<table>
<thead>
<tr>
<th>ACTIVITY</th>
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<tr>
<td>Assessment</td>
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<tr>
<td>Directed Study</td>
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<td>Private Study</td>
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ASSESSMENT DETAILS

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<tr>
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<td>50.00</td>
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<tr>
<td>ASSIGNMENT 2</td>
<td>50.00</td>
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IMPORTANT ASSESSMENT INFORMATION

1 Attendance requirements:
   If you are an international student in Australia, you are advised to attend all classes at your campus. For all other students, there are no attendance requirements for this course. However, it is the students' responsibility to study all material provided to them or required to be accessed by them to maximise their chance of meeting the objectives of the course and to be informed of course-related activities and administration.

2 Requirements for students to complete each assessment item satisfactorily:
   To satisfactorily complete an individual assessment item a student must achieve at least 50% of the marks. (Depending upon the requirements in Statement 4 below, students may not have to satisfactorily complete each assessment item to receive a passing grade in this course.)

3 Penalties for late submission of required work:
   If students submit assignments after the due date without prior approval of the examiner, then a penalty of 5% of the total marks gained by the student for the assignment may apply for each working day late up to ten working days at which time a mark of zero may be recorded.

4 Requirements for student to be awarded a passing grade in the course:
   To be assured of receiving a passing grade a student must achieve at least 50% of the total weighted marks available for the course.

5 Method used to combine assessment results to attain final grade:
   The final grades for students will be assigned on the basis of the aggregate of the weighted marks obtained for each of the summative assessment items in the course.

6 Examination information:
   There is no examination in this course.

7 Examination period when Deferred/Supplementary examinations will be held:
   Not applicable.

8 University Regulations:
   Students should read USQ Regulations 5.1 Definitions, 5.6 Assessment, and 5.10 Student Academic Misconduct for further information and to avoid actions which might contravene university regulations. These regulations can be found at http://www.usq.edu.au/corporateservices/calendar/part5.htm. Students should also read the Faculty of Business Policies and Procedures which can be found at http://www.usq.edu.au/business/aboutfob.htm.

ASSESSMENT NOTES

1 Assignments: (i) The due date for an assignment is the date by which a student must despatch the assignment to the USQ. The onus is on the student to provide proof of the despatch date, if requested by the examiner. (ii) Students must retain a copy of each assignment submitted for assessment. This must be produced within 24 hours if required by the examiner. (iii) The examiner may grant an extension of the due date of an assignment.
in extenuating circumstances. Students may apply for an assignment extension by personally contacting the examiner before the due date. Such applications should be in writing and include supporting documentary evidence. Alternatively the contact could be by phone or e-mail but documentary evidence will still be expected. The authority for granting extensions rests with the examiner. (iv) The examiner will normally only accept assessments that have been written, typed or printed on paper-based media. (v) The examiner will not accept submission of assignments by facsimile.

OTHER REQUIREMENTS

1 Learning resources: Prescribed texts and materials (see above); recommended reference materials (see above); printed Introductory Book, Study Book/s, and Book/s of Selected Readings; and course Website accessible via USQConnect.