INTRODUCTION

What are the necessary skills, concepts, and methodologies to succeed in consulting? This is a highly interactive course that relies on a mix of out-of-class preparation. Team collaboration, and in-class participation. The course has been developed from real work experience, other consulting training programmes and research.

AIMS

- Understand and practice different key skills, concepts and methodologies used within business consulting.
- Understand the client/project lifecycle model (e.g. from project set up to close out).
- Gain a broad understanding of your most likely role on a consulting project.
- Practice and develop core skills in data gathering, interviewing, analysing data, risk and compliance, story boarding, effective writing, business processes, business case development, process mapping, problem solving, presentation skills, and change management.
- Students seeking a job at a consulting firm will be better prepared for an interview, and to perform the job, than other students who have not taken this class.
- Students can expect this to be a fun, intense, and fast-paced learning experience.

METHODOLOGY

This class will be interactive and will require active student participation in group discussions, role-plays, and case studies; below is an approximate breakdown of the learning methodology: 20% - lecture ; 20% - role plays, group activities, and discussion ; 20% - individual research and preparation ; 40% - team case study development and presentation.

EVALUATION

A rounded approach will be used for the evaluation, with a significant weighting given to both team and individual contributions: 20% - Individual Course Pre-work (pre-reading and assignments due on first day); 40% - Team Case Study; 30% - Quality Participation (emphasis is on quality, not quantity); 10% - Monster Proposal (written assignment)

BIBLIOGRAPHY

- Consulting Skills, Analyst Program - Deloitte