

# ISYS90045 Professional IS Consulting

<b>Credit Points:</b>	12.50
<b>Level:</b>	9 (Graduate/Postgraduate)
<b>Dates &amp; Locations:</b>	This subject is not offered in 2011. Lectures
<b>Time Commitment:</b>	Contact Hours: 36 hours over the semester (block mode) Total Time Commitment: Not available
<b>Prerequisites:</b>	None
<b>Corequisites:</b>	None
<b>Recommended Background Knowledge:</b>	None
<b>Non Allowed Subjects:</b>	None
<b>Core Participation Requirements:</b>	It is University policy to take all reasonable steps to minimise the impact of disability upon academic study and reasonable steps will be made to enhance a student's participation in the University's programs. Students who feel their disability may impact upon their active and safe participation in a subject are encouraged to discuss this with the relevant subject coordinator and the Disability Liaison Unit.
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<b>Subject Overview:</b>	<p>This practice-oriented subject allows students to develop their ability to build and utilise good working relationships with internal and external clients. Feedback from industry indicates that these "consulting skills" are highly valued, and an important factor in employment and promotion decisions. Information systems professionals learn that technical knowledge is seldom sufficient in itself, and must be supported by the ability to understand, communicate and collaborate with clients.</p> <p>Students work individually and in syndicate groups. Classes are interactive and focus on practice, with reading and research tasks undertaken largely outside class. Most classes feature a guest speaker from industry.</p> <p>Topics covered include understanding business and management needs, setting and managing expectations, reporting and staying on track, giving advice, written and verbal communication, consulting ethics, and the business of consultancy.</p> <p>The subject will enhance students' ability to manage relationships with stakeholders, communicate effectively about IS services, and engage effectively with senior decision makers in organisations.</p>
<b>Objectives:</b>	<p>Upon completion of this subject, students should be able to:</p> <ul style="list-style-type: none"> <li># Understand the importance of the consulting process and the factors which determine its success;</li> <li># Make use of the body of research relevant to IS consulting;</li> <li># Elicit client expectations for a consulting assignment or service;</li> <li># Plan a substantial information systems consulting project;</li> <li># Communicate technical concepts to a management audience, both verbally and in writing;</li> <li># Approach consulting problems, including "people issues" in a disciplined and effective manner; and</li> <li># Work effectively in a team to collectively achieve practical consulting outcomes.</li> </ul>
<b>Assessment:</b>	Individual written report 500-1000 words (20%) and class presentation (10%) due first third of semester; group report (30%) and class presentation (10%) due second third of semester; group (pairs) report of max 3 ½ pages (20%) and class presentation (10%) due last third of semester.

<b>Prescribed Texts:</b>	None
<b>Breadth Options:</b>	This subject is not available as a breadth subject.
<b>Fees Information:</b>	Subject EFTSL, Level, Discipline & Census Date, <a href="http://enrolment.unimelb.edu.au/fees">http://enrolment.unimelb.edu.au/fees</a>
<b>Links to further information:</b>	<a href="http://www.dis.unimelb.edu.au/current/postgrad/subjects/index.html">http://www.dis.unimelb.edu.au/current/postgrad/subjects/index.html</a>
<b>Related Course(s):</b>	Bachelor of Information Systems (Degree with Honours) Graduate Certificate in Information Systems Master of Information Systems Master of Information Systems Master of Information Systems Master of Science (Information Systems)