

## MGMT90148 Consulting Fundamentals

<b>Credit Points:</b>	12.5
<b>Level:</b>	9 (Graduate/Postgraduate)
<b>Dates &amp; Locations:</b>	2015, Parkville This subject commences in the following study period/s: Semester 1, Parkville - Taught on campus. Semester 2, Parkville - Taught on campus.
<b>Time Commitment:</b>	Contact Hours: One 3 hour seminar per week. Total Time Commitment: Approximately 2 hours of personal study per hour of class time is required to achieve a satisfactory level of performance.
<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>	For the purposes of considering requests for Reasonable Adjustments under the Disability Standards for Education (Cwth 2005), and Students Experiencing Academic Disadvantage Policy, academic requirements for this subject are articulated in the Subject Description, Subject Objectives, Generic Skills and Assessment Requirements for this entry. The University is dedicated to provide support to those with special requirements. Further details on the disability support scheme can be found at the Disability Liaison Unit website: <a href="http://www.services.unimelb.edu.au/disability/">http://www.services.unimelb.edu.au/disability/</a>
<b>Coordinator:</b>	Mr Austin Chia
<b>Contact:</b>	Semester 1: <a href="mailto:chiaa@unimelb.edu.au">chiaa@unimelb.edu.au</a> ( <a href="mailto:chiaa@unimelb.edu.au">mailto:chiaa@unimelb.edu.au</a> ) Semester 2: <a href="mailto:chiaa@unimelb.edu.au">chiaa@unimelb.edu.au</a> ( <a href="mailto:chiaa@unimelb.edu.au">mailto:chiaa@unimelb.edu.au</a> )
<b>Subject Overview:</b>	This subject will critically explore the purpose and value of consulting as a practice and as a profession. Through tracing the consulting lifecycle and the examination of client-consultant relationships, students will learn to emulate the requisite soft and technical skills of effective consultants and develop an understanding of what it means to be an external change agent. Using a case-based approach, this subject will introduce various consulting frameworks and tools used to diagnose, analyse and solve complex but seemingly common organisational problems. In the process, students will gain a firm appreciation of the art and science of professional consulting and learn to apply problem-solving approaches that balance methodological rigour with creativity and lateral thinking.
<b>Learning Outcomes:</b>	<b>On successful completion of this subject, students should be able to:</b> <ul style="list-style-type: none"> <li># Critically evaluate the dynamic nature of consultant-client relationships and the role of consultants as change agents in organisations;</li> <li># Demonstrate a working understanding the consulting profession which includes the various stages of the consulting lifecycle and the inherent legal and ethical challenges;</li> <li># Exhibit an ability to apply methodical and evidence-based approaches to addressing business problems using various consulting tools and frameworks; and</li> <li># Exhibit the soft skills and attributes necessary in effective consulting, which include; teamwork, ability to work with imperfect information, critical thinking, independent learning and verbal and written communication skills.</li> </ul>
<b>Assessment:</b>	Team-based 3,000 word consulting report. Due in week 11 (30%); 20-30 minutes team-based presentation. Due weeks 5 – 9 (30%); Individual 1,000 word assignment. Due week 4 (10%); and Take-home exam. Due end of semester (30%).
<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>Generic Skills:</b>	<p><b>On successful completion of this subject, students should have improved the following generic skills:</b></p> <ul style="list-style-type: none"> <li># Problem solving skills and critical thinking which is fostered in the seminar program where students will apply various consulting tools and frameworks to case studies;</li> <li># Collaborative learning and teamwork which is enhanced through seminar activities and team-based assessments;</li> <li># Verbal and written business communication skills developed through seminar discussions and presentation assessment; and</li> <li># Research skills facilitated through the major assignments.</li> </ul>
<b>Related Course(s):</b>	Master of Commerce (Management) Master of Commerce (Marketing)