MODULE DESCRIPTOR

MODULE TITLE	Consultancy Project (FT)		
Module Code	44-7948-00S		
Level	7		
Credit Points	15		
Indicative Assessment Tasks & Percentage Weightings	100% Coursework		
Pre-Requisite Modules *(if applicable)*	None		
Delivered according to Standard Academic Calendar YES	**Long:** **2 semesters** NO	**Short:** **1 semester** YES	**Other delivery pattern:** NO

1   MODULE AIMS

Managers, professionals and other specialists operating in a business environment frequently find themselves operating as consultants, advisers or agents of change. It is important that those who do so have both a critical awareness of the academic and vocational field of consultancy, and a sound understanding of the factors that shape client-consultant relationships.   These are best developed through practical experience.

- This module is intended to provide an opportunity to take part in a "live" consultancy project designed to develop practical skills which complement other areas of study;

- You will be encouraged to reflect on practice in order to develop professionally;

- You will be able to relate your experiences to the wider body of theory about the consultancy process.

The learning outcomes for the module relate very closely to the concept of the manager as a reflective leader, but also to the concept of the change master. Analysis and effective communication are also relevant aspects of the module.

2   MODULE LEARNING OUTCOMES
BY THE END OF THE MODULE YOU WILL BE ABLE TO

1. identify different models of consultancy, consider their advantages and disadvantages and apply an appropriate model to a specific situation;

2. analyse the consultancy skills appropriate to a role as a management advisor or change agent;

3. demonstrate an awareness of client needs in working on a project;

4. reflect on the relationship between the experience of working on a consultancy project and longer-term personal development;

5. communicate findings appropriately.

These learning outcomes are mainly aspects of the programme learning outcomes of developing the skills of the thinking and reflective strategic manager and developing an independent learning capability.

3 INDICATIVE LEARNING, TEACHING AND ASSESSMENT ACTIVITIES

The learning in this module takes place through initial seminars about the nature and forms of consultancy and through the practical work of interpreting a brief from a client, negotiating how to tackle the brief and what can be delivered, and carrying out appropriate work on behalf of a client.

(Current experience suggests that client proposals will be extremely varied - and the availability of the module is dependent on external clients offering opportunities; numbers taking the module may be limited.)

The formal assessment will consist of a presentation of findings, typically to the client, and a written reflection on the process of carrying out the consultancy and the concepts which underlie the work. More substantive written work will normally be produced for the client, though deliverables could take other forms.

You will have the opportunity to receive formative feedback from the module team on the material you are developing for the client, but this material will not directly form part of the formal assessment of the module.

This module is research-based in the sense that you will typically be expected to carry out some form of business research in order to meet the needs of the client organisation. You will also be expected to draw on research material on the nature of consultancy.

4 INDICATIVE MODULE CONTENTS / TOPICS

The module addresses key concepts relating to consultancy and promotes skills development. Initial work focuses on models of the consultancy process (and how and where these can be applied appropriately) and on the skills needed by consultants.

Specific consultancy projects are expected to have very varied content depending upon client needs.

Details of some previous consultancy projects will be provided in the module handbook to give students a flavour of the kinds of activities that they might expect to carry out.

Given that the module is assessed by a formal presentation and by reflective writing, basic IT skills will be essential, but the emphasis on researching for a client means that you are likely to need to demonstrate high levels of information literacy.

FURTHER INFORMATION ABOUT THIS MODULE

• **FURTHER / ADDITIONAL INFORMATION IS AVAILABLE TO SUPPORT THIS MODULE, INCLUDING <u>ASSESSMENT CRITERIA</u> DETAILING HOW YOUR PERFORMANCE IN THE MODULE WILL BE MEASURED, HOW YOU WILL RECEIVE FEEDBACK, DETAILS OF LEARNING RESOURCES AND KEY READINGS.**

• **THIS INFORMATION CAN BE FOUND IN**
    • the module handbook
    • the module blackboard site

• **NOTE THAT THIS ADDITIONAL INFORMATION MAY BE SUBJECT TO CHANGE FROM YEAR TO YEAR**