



School of Economics and Management

## **BUSN42, Management Consulting, 7.5 credits**

*Management Consulting, 7,5 högskolepoäng*

**Second Cycle / Avancerad nivå**

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### **Details of approval**

The syllabus was approved by Academic Director of Studies at Department of Business Administration on 2016-02-29 to be valid from 2016-02-29, autumn semester 2016.

### **General Information**

BUSN42 is a course in Business Administration at the advanced level.

*Language of instruction:* English

The course is offered in English, students must therefore be able to communicate in English both orally and in writing

*Main field of studies*

Business Administration

*Depth of study relative to the degree requirements*

A1N, Second cycle, has only first-cycle course/s as entry requirements

### **Learning outcomes**

The aim of the course is to provide the student with theoretical and practical knowledge in consultation work. It deals especially with the understanding the nature of consultation work and different methods of performing consultancy. The course also places emphasis on oral and written presentations and active student participation.

A passing grade on the course will be awarded to students who:

### **Knowledge and understanding**

- Have a thorough knowledge and understanding of the concepts of management consultancy that are presented throughout the course.
- Can develop critical approaches on the phenomena under study

## Competence and skills

- Have a thorough knowledge and understanding of the practices of management consultancy that are presented throughout the course.
- Have an ability to communicate analyses and conclusions in consultant reports to specialists in the management field and non-specialists alike.
- Can work both individually and as a member of a group with students from different cultures in order to solve practical problems as well as manage a more

## Judgement and approach

- Select and evaluate different theories in relation to specific practical problems
- Critically reflect and assess the usefulness of the basic techniques for consultancy interventions in organisations in context

## Course content

The course focuses on the following elements of consultancy:

- Theories of change
- The history of and trends in management consulting
- Understanding consultation work
- The consulting network, the client, the sponsor, the client organization, the consultant and the consultant organization
- Business and organizational diagnosis and intervention models
- Presentation of oral and written consultant reports.

## Course design

The course consist of lectures, seminars and workshops with representatives from consultancy organizations. T

## Assessment

The literature is partly examined in seminars, where students report on their reading of the literature, and partly in a final test. Obligatory attendance and active participation are required on all parts of the course. After each examination there will opportunities for students to take subsequent examination resits or undertake supplementary examination tasks as appropriate.

*Subcourses that are part of this course can be found in an appendix at the end of this document.*

## Grades

Marking scale: Fail, E, D, C, B, A.

At the School of Economics and Management grades are awarded in accordance with a criterion-based grading scale A-U (A-F). Students have to receive a grade of E or higher in order to pass a course.

**Grade** (Definition) Points or % out of maximum points. Characteristic.

**A** (Excellent) 85-100 points. A distinguished result that is excellent with regard to theoretical depth, practical relevance, analytical ability and independent thought.

**B** (Very good) 75-84 points. A very good result with regard to theoretical depth, practical relevance, analytical ability and independent thought.

**C** (Good) 65-74 points. The result is of a good standard with regard to theoretical depth, practical relevance, analytical ability and independent thought and lives up to expectations.

**D** (Satisfactory) 55-64 points. The result is of a satisfactory standard with regard to theoretical depth, practical relevance, analytical ability and independent thought.

**E** (Sufficient) 50-54 points. The result satisfies the minimum requirements with regard to theoretical depth, practical relevance, analytical ability and independent thought, but not more.

**F** (U) (Fail) 0-49 points. The result does not meet the minimum requirements with regard to theoretical depth, practical relevance, analytical ability and independent thought.

Some occasional examination elements of the course may have the grading scale: Pass (D) / Fail U(F).

*Plagiarism is considered to be a very serious academic offence. The University will take disciplinary actions against any kind of attempted malpractice in examinations and assessments. The penalty that may be imposed for this, and other improper practices in examinations or assessments, includes suspension from the University for a specific period of time.*

## Entry requirements

Students admitted to a Master Programme where this course is either a compulsory or elective part, are qualified for the course. For other students, at least 60 UCP or ECTS-cr in Business Administration is required. These must include a course in basic Business Administration (e.g. FEKA90 Business Administration: Introductory course in Business Administration).

## Further information

The course BUSN42 Management Consulting cannot be combined with BUSM42, BUS821 and BUSM14 in a degree.

In case of closure of the course: Within three semesters after the course closure there will be offered three additional occasions for examination of respective examination part of the course, for students with no successful result. Note that after this you can get a certificate only regarding completed examination parts.

## Subcourses in BUSN42, Management Consulting

Applies from H11

1101 Management Consulting, 7,5 hp  
Grading scale: Fail, E, D, C, B, A