1. KentVision Code and title of the module

BUSN9125: Consultancy and Evaluation Skills in Practice

## Division which will be responsible for management of the module

Kent Business School

## The level of the module (Level 4, Level 5, Level 6 or Level 7)

Level 7

## The number of credits and the ECTS value which the module represents

15 credits (7.5 ECTS)

## Which term(s) the module is to be taught in (or other teaching pattern)

Autumn or Spring

## Prerequisite and co-requisite modules and/or any module restrictions

None

## The course(s) of study to which the module contributes

Compulsory to the following courses:

MSc Strategic Project Management/with an Industrial Placement;

MSc Healthcare Management/with an Industrial Placement

## The intended subject specific learning outcomes. On successfully completing the module students will be able to:

8.1 Demonstrate an advanced and comprehensive knowledge and understanding of the nature of consultancy, clients and the consulting process, and theories associated with facilitating change in organisations.

8.2 Critically apply relevant knowledge, skills and creativity in selecting and implementing consulting and intervention styles and client-centeredness.

8.3 Demonstrate a comprehensive understanding of managing relationships with clients using the consultancy cycle, including managing risk, productive relationships, expectations, handling problems, barriers to implementation and evaluation initiatives / projects.

8.4 Critically apply appropriate consultancy principles and techniques for effective project management.

## The intended generic learning outcomes. On successfully completing the module students will be able to:

9.1 Plan, manage and complete a consulting project to a brief, budget and timescale.

9.2 Demonstrate effective relationship skills and professionalism (including negotiation, facilitation, communication and relationship-building skills).

9.3 Effectively present information and formulate and deliver logical and precise arguments.

9.4 Use self-direction, initiative and planning in the context of independent learning and the management of assignments.

## A synopsis of the curriculum

The module content includes business consultancy skills that are transferable into the business consulting profession, internal consultancy positions within organisations, and senior management roles.

Indicative topics are:

• Approaches to management consulting.

• Negotiating a scope of work.

• Developing a client proposal.

• Data collection and analysis.

• Preparing and presenting a consulting report.

• Working as an effective team member in a consulting team.

• Managing client relationships and expectations.

• Consulting project management.

## Reading list

## The University is committed to ensuring that core reading materials are in accessible electronic format in line with the Kent Inclusive Practices.

## The most up to date reading list for each module can be found on the university's [reading list pages](https://kent.rl.talis.com/index.html).

Biggs, D. (2010) *Management Consulting – A Guide for Students.* Andover: Cengage Learning

Czerniawska, F and May, P. (2006), *Management Consulting in Practice.* London: Kogan Page

O'Mahoney, J., & Markham, C. (2013). *Management consultancy*. Oxford: Oxford University Press.

It is also expected that students will engage with key academic management journals (examples include Academy Management Review, Administrative Science Quarterly, British Journal of Management, Harvard Business Review, Strategic Management Journal) and key consultancy practitioner-oriented journals (examples include Consultant News, McKinsey Quarterly).

## Contact Hours

Private Study: 128

Contact Hours: 22

Total: 150

## Assessment methods

* + 1. Main assessment methods

Individual Reflective Report (1500 words) (30%)

Individual Project Presentation (70%)

13.2 Reassessment methods

Reassessment Instrument:100% coursework

## Map of module learning outcomes (sections 8 & 9) to learning and teaching methods (section 12) and methods of assessment (section 13)

**Module learning outcomes against learning and teaching methods:**

| **Module**  **Learning**  **outcome** | 8.1 | 8.2 | 8.3 | 8.4 | 9.1 | 9.2 | 9.3 | 9.4 |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Private Study** |  |  |  |  |  |  |  |  |
| Lectures | **X** | **X** | **X** | **X** |  |  | **X** | **X** |
| Seminars | **X** | **X** | **X** | **X** | **X** | **X** | **X** | **X** |
| Independent study | **X** | **X** | **X** | **X** | **X** |  |  | **X** |

**Module learning outcomes against assessment methods:**

| **Module learning outcome** | 8.1 | 8.2 | 8.3 | 8.4 | 9.1 | 9.2 | 9.3 | 9.4 |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Individual Reflective Report  (1500 words) | **X** | **X** | **X** | **X** | **X** | **X** | **X** | **X** |
| Individual Project Presentation | **X** | **X** | **X** | **X** | **X** | **X** | **X** | **X** |

## Inclusive module design

The Division recognises and has embedded the expectations of current equality legislation, by ensuring that the module is as accessible as possible by design. Additional alternative arrangements for students with Inclusive Learning Plans (ILPs)/declared disabilities will be made on an individual basis, in consultation with the relevant policies and support services.

The inclusive practices in the guidance (see Annex B Appendix A) have been considered in order to support all students in the following areas:

a) Accessible resources and curriculum

b) Learning, teaching and assessment methods

## Campus(es) or centre(s) where module will be delivered

Medway

## Internationalisation

Examples of international contexts and organisations will be used where applicable to illustrate the subject content. Students will have the opportunity to develop the ability to think globally, and have an understanding of international cultures through working with team members from diverse cultures.

**DIVISIONAL USE ONLY**

**Module record – all revisions must be recorded in the grid and full details of the change retained in the appropriate committee records.**

| Date approved | New/Major/minor revision | Start date of delivery of (revised) version | Section revised  (if applicable) | Impacts PLOs (Q6&7 cover sheet) |
| --- | --- | --- | --- | --- |
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