1. **Title of the module**

BUSN8005 (CB8005) Consultancy, Negotiations and Research Skills

1. **School or partner institution which will be responsible for management of the module**

Kent Business School

1. **The level of the module (Level 4, Level 5, Level 6 or Level 7)**

Level 7

1. **The number of credits and the ECTS value which the module represents**

15 credits (7.5 ECTS)

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

Autumn or Spring

1. **Prerequisite and co-requisite modules**

None

1. **The programmes of study to which the module contributes**

MSc Business Analytics

MSc Logistics and Supply Chain Management

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

8.1 Demonstrate a comprehensive understanding and application of management and consultancy skills through critical thinking, appraisal and problem analysis.

8.2 Demonstrate enhanced negotiation skills through group work, case-studies exercise and role play.

8.3 Demonstrate the application of knowledge and practical understanding in order to identify a dissertation topic relevant to the programme subject in order to design a research project and write a well-crafted research proposal.

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

9.1 Carry out an effective literature search using electronic sources and accurately summarise the literature sources and critically evaluate their relevance.

9.2 Develop an understanding of range of qualitative and quantitative research methods and demonstrate originality in the analysis of research data with due consideration to ethical requirements.

9.3 Demonstrate effective communication skills,

9.4 Develop personal effectiveness: self-awareness and self-management; time management; sensitivity to diversity in people and in different situations.

9.5 Evaluate and develop a range of skills required to successfully engage in management consultancy and develop competencies valued by employers to enhance employability prospects.

9.6 Develop ability to plan, work and study independently and to use resources in a way which reflects best current practice and anticipated future practice

1. **A synopsis of the curriculum**

Employers are in search for individuals who possess logical thinking, analytical capability, leadership, communication and negotiation skills and the ability to work under pressure. This module will equip you with skills of consultancy, negotiation and fundamentals of research methodology. Experts from the industry will be invited to share their real-world experiences and to inspire with their success stories.

The module covers three main areas. Indicative topics include:

1. Consultancy skills: Approaches to analyse a series of real-world problems in a structured manner and then develop solution diagnosis to such problems will be taught. Consultancy and report writing skills will also be taught.
2. Negotiation skills: Approaches to manage conflict, optimise beneficial compromise, fair play and improve people management skills.
3. Research methodology: Fundamentals of research methodology, such as data gathering, preparation and analysis and project management skills.
4. **Reading list (Indicative list, current at time of publication. Reading lists will be published annually)**

Bryman, A. and Bell, E. (2006) “Business Research Methods”, Oxford University Press

Burtonshaw-Gunn S. (2010). Essential Tools for Management Consulting: Tools, Models and Approaches for Clients and Consultants. John Wiley and Sons Ltd.

Cohen, S. (2002) Negotiating Skills for Managers, McGraw-Hill Companies

Cope, M. (2003), The Seven Cs of Consulting: the Definitive Guide to the Consulting Process, Pearson Education Ltd.

Cottrell, S. (2003) “Skills for Success: The Personal Development Planning Handbook”, Palgrave.

McMillan, K., Weyers, J. (2011). How to Write Dissertations and Project Reports. Pearson Education Limited.

Saunders, M., Lewis, P. (2012) Doing Research in Business and Management: As Essential Guide to Planning Your Project. Prentice Hall.

1. **Learning and teaching methods**

Total contact hours: 24

Private study hours: 126

Total study hours: 150

1. **Assessment methods**
   1. Main assessment methods

Consultancy and Negotiation Group Project (1000 words) (30%) + group presentation – 15-20 minutes (20%)

Research Project proposal (1000 words) (40%).

Attendance, participation and engagement (10%)

13.2 Reassessment methods

Reassessment Instrument: 100% coursework.

1. **Map of module learning outcomes (sections 8 & 9) to learning and teaching methods (section12) and methods of assessment (section 13)**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Module learning outcome** | *8.1* | *8.2* | *8.3* | *9.1* | *9.2* | *9.3* | *9.4* | *9.5* | *9.6* |
| **Learning/ teaching method** |  |  |  |  |  |  |  |  |  |
| Independent Study | **X** | **X** | **X** | **X** | **X** | **X** | **X** | **X** | **X** |
| Lectures/Workshops | **X** | **X** | **X** | **X** | **X** | **X** | **X** | **X** | **X** |
| **Assessment method** |  |  |  |  |  |  |  |  |  |
| Group Project | **X** | **X** |  |  | **X** | **X** | **X** | **X** | **X** |
| Project proposal |  |  | **X** | **X** | **X** | **X** | **X** | **X** | **X** |
| Participation | **X** | **X** | **X** | **X** | **X** | **X** | **X** | **X** | **X** |

1. **Inclusive module design**

The School 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

1. **Campus(es) or centre(s) where module will be delivered**

Canterbury

1. **Internationalisation**

The curriculum in this module is globally applicable. Both the subject specific and generic learning outcomes are also globally applicable.

**FACULTIES SUPPORT OFFICE USE ONLY**

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

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Date approved | Major/minor revision | Start date of the delivery of revised version | Section revised | Impacts PLOs (Q6&7 cover sheet) |
| 27/01/2019 | Major | January 2020 | 1, 7, 8, 11, 13, 14 |  |
|  |  |  |  |  |

Revised FSO Jan 2018