

Global Learning Semesters

Course Syllabus

Course: MBA-705 Consultancy Process

Department: MBA

Host Institution: University of Nicosia, Nicosia, Cyprus



Course Summary		
Course Code	Course Title	Recommended Credit Hours
MBA-705	Consultancy Process	3.7
Semester Offered	Contact Hours	Prerequisites
Summer	42	Completion of at least half of the Core Courses
Department	Level of Course	Language of Instruction
MBA	Upper Division	English

Course Description

The Consultancy Process. Management of Consultancy Organizations and Applied Dimensions of Consultancy

Instructor

Dr. Andre de Waal

Course Aims and Objectives

The course is designed to make students reflect on the process of working as a consultant and develop a personal vision on the role of a process consultant

Teaching Methods

The course is delivered through a mixture of lectures, tutorials and practical exercises and assignments.

Course Teaching Hours

42 hours (lectures/presentations). The course is delivered during the summer session (10 days module).

Evaluation and Grading

Mid-Term:	40%
Final Assignment	50%
Participation	10%

Readings and Resources

Required Textbook

- Kubr, Milan, Management Consulting: a guide to the profession, 3rd rev. ed., Geneva: International Labour Office (ILO), 1996, ISBN 9221094499
- Block, Peter, Flawless Consulting: A Guide to Getting Your Expertise Used, Austin, Texas (etc), Learning Concepts (etc), 1981, ISBN 0893840521
 - Maister, David H., Managing the Professional Service Firm, reprint ed., New York: Free Press, 1997, ISBN 0684834316
 - Schein, Edgar H., Process Consultation: Volume II Lessons for Managers and Consultants, Reading: MA: Addison Wesley, 1987

Recommended Reading

- Hagedorn, "The Anatomy of Ideas Behind a Successful Consultancy Firm, " in Journal of Management Consulting, 1986
- Bloom, Paul N., Effective Marketing for Professional Services, Harvard Business Review, Boston: Vol. 62 (1984), Iss. 51 (Sep/Oct), p. 102-110
 - Turner, Arthur N., Consulting is more than giving Advice, Harvard Business Review, Boston: Vol. 60 (1982), Iss.5 (Sep/Oct), p. 120-129
 - Ware, Managing a Task Force, Harvard Business School, Internal Note, no. 487-002, 1977