

Huron Brief Course Outlines

Fall/Winter 2023-2024

Course Title: Management and Organizational Consulting

Course Number and Section

MOS

4488A - 550

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Disclaimer: Information in the brief course outline is subject to change. The syllabus posted on OWL is the official and authoritative source of information for the course.

Course Description:

This course examines the role of the management consultant and how the consulting industry serves to enhance the effectiveness of the organizations it serves. From an internal perspective, the course examines what it means to act as an external advisor, what skills are necessary to develop a successful consulting business model, and how to professionally engage clients to assist them in successfully reaching their goals through design and implementation of novel approaches and techniques that generate competitive advantage.

Emulating the skills necessary to be a successful consultant, this course will aid in development of problem-identification and solving abilities, communication and influencing skills, and introduce a project-based management mindset. These components lead to success in the consulting marketplace by balancing formal processes, methodologies, and models with the spontaneous creativity of a high-performance team, which manifest in the form of true innovation for clients and firm alike.

By following the consulting lifecycle, course participants will learn the nuances of the consulting business from uncovering issues, to framing problems, analyzing issues, presenting recommendations, and planning for the ever-important "Phase 2". Students will see the industry from both perspectives, both as future consultants on a career-path to partner and as future industry managers looking to get the most from their use of external resources. The course's mix of lecture and in-depth case analysis support the term-long Real-Life Consulting Project where students put to practice traditional strategic, process, and functional analyses together for real clientele in the SW Ontario community.

Learning Outcomes:

1. Demonstrate understanding of management consulting concepts, as articulated in the weekly slides, text, through various assignments, including the Real-Life Consulting Project®, that mimic those activities performed daily by real-world professionals
2. Provide valuable insights to business case discussions in class, on a regular basis, through active class participation and attendance at each class session
3. Exhibit an ability to plan and execute a long-term, group assignment, including development of a proposal, analyses, spreadsheet modeling, report, and group presentation
4. Highlight personal analytical, deduction, presentation and writing skills through a single, individual case, book review, and interview guide assignments

Textbooks and Course Materials:

Becoming a Changemaker: An Actionable, Inclusive Guide to Leading Positive Change at Any Level, Alex Budak (2022)

The McKinsey Way / Method / Engagement series

The back of the napkin : solving problems and selling ideas with pictures

Ivey Casepack:

<https://www.iveypublishing.ca/s/ivey-coursepack/a1R5c00000FvWGXE3>

Harvard Simulations:

<https://hbsp.harvard.edu/import/1078620>

Methods of Evaluation:

Assignment	Due Date mm/dd/yy	Weight - %
Class Participation		15
Case or Simulation Assignment		15
Required Reading Book Review	10/18/2023	15
Consultant Interview	11/29/2023	15
Real-Life Consulting Project© Deliverable & Presentation	12/06/2023	40

In solidarity with the Anishinaabe, Haudenosaunee, Lūnaapéewak, and Chonnonton peoples on whose traditional treaty and unceded territories this course is shared.