MODULE DESCRIPTOR

SECTION A: MODULE DETAILS

Module Title	**Business Consulting**		
Short Title	**BusCon**		
Module Code	**BM561**	**Date of First Approval**	**September 2018**
Responsible Department	**Business, Law & Computing**	**Date of Version**	**September 2018**
FHEQ Level	**Level 5: Diploma**	**Version No.**	**1**
Credit Value	**15 Credits**	**Expected Length**	**15 weeks**
Status	**Approved**	**Regime of Delivery**	**Campus Based**

Semester taught	S1 ☒	S2 ☒	S3 ☐	SB ☐	S1A ☒	S2A ☒	SBA ☐
	T1 ☐	T2 ☐	T3 ☐	T4 ☐	Other ☐	Other ☐	Other ☐

SECTION B: MODULE DESCRIPTION

Brief Description

This module will provide some key underpinning about the role of a business consultant and the key skills needed for that role. These skills include working effectively in a team and pitching for business, by demonstrating a good understanding of how the skills of the team would relate to a client. Students will be provided with live project briefs from clients and will relate their skills and knowledge to the requirements of the client.

The module will also consider how business research sources can support the consultant in understanding the client, their industry and the issues they are trying to address.

Indicative Content

Introduction to the module:
- Group formation
- Briefing of assignments and assessment criteria and methods
- Building a high performing consultancy team
- Assessing the client
- Understanding and researching the client's brand
- Understanding the client consulting process
- Using a range of business data and sources of information to assess the business capability of organisations
- Understanding the client's industry
- Resistance and conflict in the team
- Obtaining industry research
- Self-management and student contribution

SECTION C: MODULE OUTCOMES

On successful completion of the module, the student will be able to:
1.	Deliver an effective business presentation/pitch demonstrating an understanding of the client's needs
2.	Perform efficiently and effectively as a collaborative member of a working group.
3.	Critically analyse a range of secondary business research sources with application to the client's business

Key Skills Matrix		
	Developed	*Assessed*
Information Acquisition	☒	☒
Critical thinking, analysis and synthesis	☒	☐
Self-reflection	☒	☐
Communication Skills: Oral	☒	☒
Communication Skills: Written	☒	☒
Information & Communications Technology (ICT)	☐	☐
Numeracy & Quantitative Skills	☐	☐
Problem Solving & Decision Making	☐	☐
Independent & Self-managed Learning	☒	☒
Working with Others	☒	☒

SECTION D: MODULE STRATEGY

Employability / Career Development Statement
This module will help to enhance and develop student's abilities to work in a team, building and developing emotional intelligence as part of that process, and building relationships within the team. Additionally students will develop business communication skills, such as presentation skills which are valued by an employer. Being able to pitch your ideas clearly and articulately is essential to progress one's career over time, whether that job role is as a business executive, engineer or entrepreneur. Students will also demonstrate relevant knowledge and understanding of organisations, the business environment in which they operate and their management through the secondary research they will conduct. This may relate to marketing, customers, finance or operations, depending on the client. Their ability to analyse and evaluate a range of business data, sources of information and appropriate methodologies will be crucial to this module.

Learning & Teaching Strategy

The strategy is based around generic input, and individual and team experience with supervisor support. This builds on the team and individual learning that has taken place at level 4, through business simulated activities.

The module will be run as a series of skills-based workshops involving role play, team exercises and presentations. These seminars or workshops will include lectures, class discussions, small group activities and presentations.

The students are expected to familiarise themselves with the relevant discussion topics, well in advance, to ensure a fair and meaningful contribution from each student. Lecture notes and Power Point slides will be made available on the VLE in advance to facilitate such familiarisation

The workshops will operate for the first 7 weeks of the module, after which the students will form a group or be put in a group and pitch for undertaking client based projects, thereby applying their knowledge in a real situation.

After that, seminars will build upon the business research methods introduced in Level 4.

Assessment Strategy

Coursework 1 (PR1) requires the students to complete tests to analyse their own strengths and weaknesses as a team, and prepare a 10 minute pitch as to why a client want to pick them as their business consultants. In addition to self-analysis and self-promotion, this coursework will help students assess the value of engaging with a business.

CW 2 is based on the interpretation of the client project brief, and secondary research into the client, their industry and the business context in which they operate. The report will be based on their research in accordance to a project for a client organisation.

SECTION E: SCHEDULED LEARNING AND TEACHING

*Notional Hours
1 Credit is equivalent to 10 notional learning hours (30 credits = 300 learning hours). All hours should be calculated based on what an individual student might be expected to receive.

Category (Please refer to QAA Guidance in completing this section)	Total Hours
Scheduled Learning and Teaching Activities (SLTA)	
Lectures (incl. virtual and face to face contact)	15
Seminars (incl. virtual and face to face contact)	30
Tutorials – per individual student (incl. virtual and face to face contact)	
Project supervision (incl. virtual and face to face contact)	
Demonstration (incl. virtual and face to face contact)	
Practical classes and workshops	
Supervised time in studio/workshop/rehearsal space	
Fieldwork, e.g. survey work, data collection	
External visits, e.g. visits to sites, museums or collections	
Sub-total: SLTA	**45**
PLUS Guided Independent Study (GIS)	**105**
PLUS Placements / Study Abroad / Work based Learning	
TOTAL (Sub-total of SLTA plus GIS, plus Placements)	*150*

SECTION F: ASSESSMENTS

Summative Assessment Regime				
ID	KIS Category/Activity Type & Brief Description (Please refer to: QAA Guidance in completing this section)	Learning Outcomes Assessed	Weighting % or P/F	Indicative Week No.*
PR1	Practical Exam: Oral Assessment and Presentation: 10 minute pitch/presentation to demonstrate suitability of team as consultants	1,2	40%	8
CW1	Coursework: Written Assignment: Report 1500 words	3	60%	15
Module Pass Requirements: Standard Regs apply				

SECTION G: ACADEMIC RESOURCES

Key Texts
• Burtonshaw-Gunn, S. (2010) Essential Tools for Management Consulting: Tools, Models and Approaches for clients and consultants. 1st ed. Chichester: Wiley & Sons Ltd
Journals (including e-Journals)
• Harvard Business Review Journal   • Journal of Management Studies   • Team Performance Management: An International Journal
Databases
• TGI   • Mintel
Websites
• Institute of Directors (www.directors.co.uk)   • Online Journal of Institute of Leadership and Management (http://www.i-l-m.com/edge.aspx#)   • CMI (www.managers.org.uk)