

DESCRIPTION AND SYLLABUS

Name of the subject in Hungarian:	Introduction to the Consulting Industry
Name of the subject in English:	Introduction to the Consulting Industry
Credit value of the subject:	6
The code of the subject in the electronic study system:	MN-INCOIN-06-KG
Classification of the subject:	Obligatory
Language of instruction (in case of non-Hungarian courses):	English
Institute or department responsible for the subject:	Institute of Management
Course type and number of contact hours:	Lecture + Practical, class per week: 2+2, class per semester: 0+0
Mode of study: (Full-time / Part-time):	Full-time training
The semester in which the subject is open for registration:	2022/2023 1st semester
Prerequisite(s):	-

THE PURPOSE OF THE SUBJECT, LEARNING OUTCOMES:

This course will give the students a general knowledge of the consulting world, its market, its methods (practice through case studies to analyse issues in companies and propose solutions).

They will discover the requirements, advantages and difficulties encountered in becoming a consultant.

The class will be split into small groups who will be able to interact, propose their analysis or comments, practice clear expression and convince.

The students will have a chance to work on case studies in small groups and individually.

SUMMARY OF THE CONTENT OF THE SUBJECT

Getting an overview of valuable competencies of management consultants in the phase from "contact to contract

o in the phase of "contract to intervention".

o in the post-delivery phase.

What are basic competencies and what are specialist competencies?

Which competencies do they have themselves?

Which competencies can be developed and how?

STUDENT'S TASKS AND PLANNED LEARNING ACTIVITIES:

Read the books, articles, and information on consulting companies, prepare case studies in small

groups, and prepare presentations of main consulting firms. Expression of opinion. Arguing against opposing opinions. Critically evaluate sources.. Problem-solving. Participate in groups.

EVALUATION OF THE SUBJECT:

The main criteria for assessment are the classwork and the results of the two papers to be submitted. On the basis of the above, I will award a mark. If the student does not accept the grade offered, he/she can come for the exam. If the exam fails, the offered grade is no longer available.

Offered grade can be given: Yes.

OBLIGATORY READING LIST:

- Justin Peters: How McKinsey Helps Companies Avoid Responsibility, Slate, June 24, 2020, <https://slate.com/business/2020/06/mckinsey-companies-avoid-responsibility-management-consulting.html>



- Rachael Willis: Consulting Scandals: Holding the Accountants Accountable, Fair Observer, July 23, 2019 , <https://www.fairobserver.com/business/consultancy-accountancy-big-four-scandals-deloitte-ey-business-news-00917/>