# Courses in English

## Course Description

<table>
<thead>
<tr>
<th>Department</th>
<th>13 General and Interdisciplinary Studies</th>
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<tbody>
<tr>
<td>Course title</td>
<td>Business Consulting</td>
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<tr>
<td>Hours per week (SWS)</td>
<td>2</td>
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<tr>
<td>Number of ECTS credits</td>
<td>2</td>
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| Course objective           | Imparting knowledge and qualification of students in the following subject matters:  
- Consulting techniques  
- Consulting methods and tools  
- Life cycle of consulting projects--from acquisition to project completion  
- Procedures and approaches in consulting projects to solve complex business problems  
After attending the modules the students are familiar with professional consulting techniques and tools in order to carry out consulting tasks from acquisition to project completion in a systematic and structured way. |
| Prerequisites              | Regular participation is obligatory. Lecture, reading material and case studies will be in English. |
Markham, Calvert, (2007). Practical Management Consultancy, Croner. CCH Group Ltd.  
The Economist Pocket Style Book, The Economist Publications Ltd. |
| Teaching methods           | Case studies, team work, coaching, lectures. |
| Assessment methods         | Written exam. |
| Language of instruction    | English |
| Name of lecturer           | Prof. Dr.-Ing. Alexander Suhm |
| Email                      | alexander.suhm@hm.edu |
| Course content             | Business Consulting is a growing sector of the employment and business industry.  
Business Consulting will continue to be a significant career option for many students, regardless of whether a student’s academic foundation is in business, engineering, or the basic sciences. Careers in Business Consulting often provide individuals an opportunity for challenging work, continued self-development, access to important social and professional networks, and, over time, significant financial rewards.  
There has been no better time to join the consulting industry, based on industry growth statistics. More importantly, as businesses strive to develop their positions in the market place, improve efficiency, reduce costs, and optimize operations, consultants are used on an increasingly larger basis.  
This is an applications course exploring the profession of business consulting. The course is designed to provide a framework for understanding the art and science of providing business counsel to client organizations in the public and private sectors.  
The course is relevant to those 1) who are specifically interested in consulting careers and / or 2) whose current or future jobs involve staff consulting or line management using consultants.  
This course will be held every two weeks. |