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| 1. | Module Code | PB-41 |
| 2. | Module Title | Management Consulting and Coaching |
| 3. | Module Coordinator | Prof. Dr. Nick Lin-Hi |
| 4. | Teaching Staff | Moritz Botts |
| 5. | <p>Competences:</p> <p>Broadened and deepened knowledge</p> <p>Understanding of knowledge</p> <p>Application and creation of knowledge</p> <p>Communication and cooperation</p> <p>Professionalization/ Scientific identity</p> | <p><u>After completing the module students have acquired</u></p> <ul style="list-style-type: none"> • an overview of different forms of professional advice giving; • an in-depth knowledge of approaches to coaching in business contexts and business consulting; • an understanding of basic management tools to be used in consulting cases. <p><u>Students are able to</u></p> <ul style="list-style-type: none"> • reflect their own behavior in advice giving situations; • develop new patterns of thinking in dilemmas and to reach justified decisions. • recognize and classify different areas of application of coaching (leadership, executive, etc.) independently; <p><u>The students can:</u></p> <ul style="list-style-type: none"> • combine theoretical approaches with specific business administration applications; • prepare and solve dilemmas via communication; • assess and implement options for action; • develop professional positions with problem solving oriented consulting competencies, • apply different approaches to coaching in concrete applications. <ul style="list-style-type: none"> • present consulting cases in front of an international group; • discuss approaches to solving business problems in an international group; • communicate with practitioners from the field of consulting and coaching. <ul style="list-style-type: none"> • broaden their view of their study field through questions of professional advice giving; • reflect personal views and views of their study subject via discussions and group work in an international context. |
| 6. | Content | <ul style="list-style-type: none"> • advisory styles; • theories of coaching and consulting; • basic business models used in consulting; • principles of mediation in counseling contexts; • analysis of complex interaction situations in international and intercultural contexts; • role playing to develop competences and change perspectives; • case study analysis, based on specific applications. |
| 7. | Selected Literature | Burtonshaw-Gunn, Simon A. (2010): Essential Tools for |

Module Description: Profilierungsbereich Bachelor, Profilierungsbereich Master

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| | | <p>Management Consulting, Chichester: Wiley. Flaherty, James (2010): Coaching – Evoking Excellence in Others, 3rd Edition, Burlington, MA: Butterworth Heinemann. Kombarakaran, Francis A. / Yang, Julia A. / Baker, Mila N. / Fernandes, Pauline B. (2008): Executive coaching: It works!. Consulting Psychology Journal: Practice and Research, 60 (1), pp. 78-90 Kubr, Milan (2002): Management Consulting – A Guide to the Profession, 4th Edition, Geneva: International Labour Office. Minto, Barbara (2008): The Pyramid Principle, 3rd Edition, Harlow: Prentice Hall. Rasiel, Ethan M. (1999): The McKinsey Way, New York, NY: McGraw-Hill.</p> | | | | |
| 8. | Courses (hours per week) | <p>PB-41.1 Management Consulting (SE) (2 SWS) PB-41.2 Business Coaching (SE) (2 SWS)</p> | | | | |
| 9. | Required Prerequisites <i>according to examination regulations</i> | none | | | | |
| 10. | Recommended Prerequisites | Working knowledge of English | | | | |
| 11. | Rotation Schedule | annual | | | | |
| 12. | Offered in (Winter/Summer Semester)/ Recommended Semester of Study | Winter semester | | | | |
| 13. | Form of Assessment <i>according to examination regulations</i> | presentation | | | | |
| 14. | Workload | <table border="1" style="width: 100%;"> <tr> <td>contact hours: 56</td> <td>overall workload: 180</td> </tr> <tr> <td>self-study: 124</td> <td>credit points: 6 CP</td> </tr> </table> | contact hours: 56 | overall workload: 180 | self-study: 124 | credit points: 6 CP |
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| 15. | Applicability of Module | <ul style="list-style-type: none"> • Profilierungsbereich Bachelor • Profilierungsbereich Master | | | | |
| 16. | Further Information | <p>This course is part of the "Certificate for International Management and Practical Ethics" and the class will be held in English.</p> <p>Gemäß § 4,4 der Prüfungsordnung des Profilierungsbereichs besteht kein Anspruch der Studierenden auf das Vorhalten bestimmter Angebote oder eine regelmäßige Wiederholung von Modulen.</p> | | | | |