

Module Description: Profilierungsbereich Bachelor, Profilierungsbereich Master

1.	Module Code	pbx041
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;

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		<ul style="list-style-type: none"> • case study analysis, based on specific applications. 				
7.	Selected Literature	<p>Burtonshaw-Gunn, Simon A. (2010): Essential Tools for Management Consulting, Chichester: Wiley.</p> <p>Flaherty, James (2010): Coaching – Evoking Excellence in Others, 3rd Edition, Burlington, MA: Butterworth Heinemann.</p> <p>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</p> <p>Kubr, Milan (2002): Management Consulting – A Guide to the Profession, 4th Edition, Geneva: International Labour Office.</p> <p>Minto, Barbara (2008): The Pyramid Principle, 3rd Edition, Harlow: Prentice Hall.</p> <p>Rasiel, Ethan M. (1999): The McKinsey Way, New York, NY: McGraw-Hill.</p>				
8.	Courses (hours per week)	<p>pbx041.1 Management Consulting(SE) (2 SWS)</p> <p>pbx041.2 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	Wintersemester				
13.	Form of Assessment <i>according to examination regulations</i>	presentation				
14.	Workload	<table border="1"> <tr> <td>contact hours: 56</td> <td>overall workload: 180</td> </tr> <tr> <td>self-study: 124</td> <td>creditpoints: 6 CP</td> </tr> </table>	contact hours: 56	overall workload: 180	self-study: 124	creditpoints: 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 §3 Abs. 3 der Prüfungsordnung des Profilierungsbereichs besteht kein Anspruch der</p>				

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		Studierenden auf das Vorhalten bestimmter Angebote oder eine regelmäßige Wiederholung von Modulen.
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