

1.	Module Code	pbx041
2.	Module Title	Management Consulting and Coaching
3.	Module Coordinator	Prof. Dr. Christoph Schank
4.	Teaching Staff	Florian Niehaus
5.	<p><b>Competences:</b></p> <p><b>Broadened and deepened knowledge</b></p> <p><b>Understanding of knowledge</b></p> <p><b>Application and creation of knowledge</b></p> <p><b>Communication and cooperation</b></p> <p><b>Professionalization/ Scientific identity</b></p>	<p><u>After completing the module students have acquired</u></p> <ul style="list-style-type: none"> <li>• an overview of different forms of professional advice giving;</li> <li>• an in-depth knowledge of approaches to coaching in business contexts and business consulting;</li> <li>• an understanding of basic management tools to be used in consulting cases.</li> </ul> <p><u>Students are able to</u></p> <ul style="list-style-type: none"> <li>• reflect their own behavior in advice giving situations;</li> <li>• develop new patterns of thinking in dilemmas and to reach justified decisions;</li> <li>• recognize and classify different areas of application of coaching (leadership, executive, etc.) independently.</li> </ul> <p><u>The students can:</u></p> <ul style="list-style-type: none"> <li>• combine theoretical approaches with specific business administration applications;</li> <li>• prepare and solve dilemmas via communication;</li> <li>• assess and implement options for action;</li> <li>• develop professional positions with problem solving oriented consulting competencies;</li> <li>• apply different approaches to coaching in concrete applications.</li> <li>• present consulting cases in front of an international group;</li> <li>• discuss approaches to solving business problems in an international group;</li> <li>• communicate with practitioners from the field of consulting and coaching.</li> <li>• broaden their view of their study field through questions of professional advice giving;</li> <li>• reflect personal views and views of their study subject via discussions and group work in an international context.</li> </ul>
6.	Content	<ul style="list-style-type: none"> <li>• advisory styles;</li> <li>• theories of coaching and consulting;</li> <li>• basic business models used in consulting;</li> </ul>

## Module Description: Profilierungsbereich Bachelor, Profilierungsbereich Master

		<ul style="list-style-type: none"> <li>• principles of mediation in counseling contexts;</li> <li>• analysis of complex interaction situations in international and intercultural contexts;</li> <li>• role playing to develop competences and change perspectives;</li> <li>• case study analysis, based on specific applications.</li> </ul>				
7.	<b>Selected Literature</b>	<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.	<b>Courses (hours per week)</b>	<p>pbx041.1 Management Consulting (SE) (2 SWS)</p> <p>pbx041.2 Business Coaching (SE) (2 SWS)</p>				
9.	<b>Required Prerequisites</b> <i>according to examination regulations</i>	none				
10.	<b>Recommended Prerequisites</b>	Working knowledge of English				
11.	<b>Rotation Schedule</b>	annual				
12.	<b>Offered in (Winter/Summer Semester)/ Recommended Semester of Study</b>	Winter semester				
13.	<b>Form of Assessment</b> <i>according to examination regulations</i>	presentation				
14.	<b>Workload</b>	<table border="1"> <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.	<b>Applicability of Module</b>	<ul style="list-style-type: none"> <li>• Profilierungsbereich Bachelor</li> <li>• Profilierungsbereich Master</li> </ul>				

16.	<b>Further Information</b>	<p>This course is part of the "Certificate for International Management and Practical Ethics" and the class will be held in English.</p> <p>As per Section 3 subsection 3 of the Examination Regulations of the cross-curricular field of studies, students have no claim to the provision of certain offers or a regular repetition of modules.</p>
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