Management Consulting:
Differentiating skills

SoSe 2023

Prof Dr. Michael Dowling
Uwe Michael Mueller
umm001@mac.com

1. Course
The course consists of a mix of lectures and exercises as group work with presentations and colloquia to convey and discuss results. The course will be taught in English.

2. Schedule

Dates: 18.04.-18.07.2023  Room: H 13  Time: Tuesdays, from 16:00-19:00hrs
(*from 16:00-18:00hrs)

3. Overview of course content

18.04.2023  Management Consulting - a Pandora’s box
Overview of definitions, players, markets, type of projects, the role of young professionals; Introduction to course concept and content

25.04.2023  What they didn’t tell …
The need and art of leaving important content out and related typical intentions,
Role of speakers, their intentions and how to question the content,
Case Study: Analysis of official statements from C-level Executives

02.05.2023  A passe-partout to analyse characters
Overview of established models; Introduction to benefits and risks of personality type analysis; Learning to swim: OCEAN, understanding and applying the BFI-10 concept

09.05.2023  Presentations (What they didn’t tell …) & colloquium (Room ZH3)

16.05.2023  Presentations (A passe-partout …) & colloquium
06.06.2023  **How to boost your arguments: gain Influence!**
The relevance of communication in Consulting; Arguments vs Influence: who wins? Understanding the principles of Influence

20.06.2023  **Presentations (gain Influence!) & colloquium**

27.06.2023  **Influencing with convincing charts**
Avoiding the classic mistakes; Reducing complexity & understanding comparisons;
Assigning the most suitable graphics

11.07.2023  **Presentations (convincing charts) & colloquium**

18.07.2023  **The bigger picture & colloquium***

**4. Course Evaluation**

The overall grade for the course will be calculated as follows

- Oral participation 20%
- Project work and colloquiums 80%

**5. Readings**

**Required:**
- Chance, Zoe (2022); Influence is your Superpower, Random House
- Kahnemann, Daniel (2011) Thinking, fast and slow, Farrar, Strauss, Giroux
- Trompenaars, Fons; Hampden-Turner, Charles (2012) Riding the waves of Culture, Nicholas Brealey Publishing

**Recommended:**
- Brockmann, Dirk (2021) Im Wald vor lauter Baeumen, DTV
- Probst, Gilbert; Gomez, Peter (1989) Vernetztes Denken, Gabler Verlag

**5. Registration dates 01.02.2023 – 11.04.2023**

Please register by sending an email to: suzanne.weinberger@ur.de

- Surname, first name
- Registration number
- Home university
- Bachelor or Master (semester)
- Course of study
- permanent email address

Number of participants: 30 (first come first serve)