

## International Consulting Projects : Tools and Methods

ECTS : 3

Description du contenu de l'enseignement :

### International Consulting Project

Designed to be a rich practical experience, this course is project-based and aims at placing students in a **real-life international consulting mission**. The course is divided into **3 sessions of 3 hours each** dedicated to work in teams on an **international consulting project** proposed by a client company. Students are

### Consulting tools and methods

- Trends and market for consulting sector
- Organization and activities of a consulting firm
- Consulting tools and methods

Compétence à acquérir :

### International Consulting Project

The aim of this course is to provide students with practical knowledge and know-how in the field of international consulting. More precisely, it will help students:

Apply concepts and methods to a real business-project, *i.e.*:

- To analyze a company, a project, a market or a business environment using existing methods and original customized frameworks.
- To forecast and predict the economic impact of environmental change on a specific business.
- To learn consulting vocabulary, concepts, methodologies and tools.

Develop practical competences, *i.e.*:

- Team-working, multicultural teams, project management and organization.
- Critical thinking, analysis and synthesis. This includes the capability to identify the client's needs and to propose feasible and actionable solutions in a cost-effective way.

Foster specific attitudes, *i.e.*:

- Communication attitudes: skillful expression, transmission and interpretation of knowledge and ideas. Effective communication, oral and in writing, including the preparation and presentation of mission reports.
- Interpersonal attitudes: the use of interpersonal skills for resolving conflict, relating to and helping people in effective listening, managing the relationship with client.

### Consulting tools and methods

In this course, you will:

- Discover the consulting sector and the organization and activities of a consulting firm
- Learn and practice consulting methods
- Share experience with consultants
- Work in team on case studies and share your analysis with classmates

### Learning Outcomes

- Consulting methods
- Consulting tools
- Project Management

Mode de contrôle des connaissances :

### Consulting tools and methods

Individual assessment – Personal essay on a topic related to consulting: 40% of final mark

Group assessment - Presentation of case study by each team: 60% of the final mark

Bibliographie, lectures recommandées :

### International Consulting Project

Dr. Benjamin Lehianny is a Research Associate at the Interdisciplinary Institute for Innovation (I3- CNRS) and *Maitre de conference* at Ecole Polytechnique, Paris. He taught strategic management and economic strategy at Dauphine University, ESCP-Europe and SKEMA Business School where he created and managed the MSc. International Strategy & Influence. His fields of expertise are industrial strategy and strategic management of innovation with a focus on digital transformation.

### Consulting tools and methods

Case studies will be distributed during the course.