

Consulting methods

**ECTS** : 3

**Description du contenu de l'enseignement :**

The course details the main building blocks of a consulting project from issue identification to impactful communication of addressable recommendations. It addresses key concepts like the « Issue Tree », the thought development from raw data to recommendation to implement, the MECE principle, etc. It provides the students the capabilities to structure the development of a transformation project as external consultants or internal project leaders. It helps the students navigate the specificities of the recruitment process of consulting firms. Students will solve short cases in class by applying consulting tools explained.

**Compétence à acquérir :**

Capability to develop and lead a consulting project or a transformation initiative. Develop communication in a business setting

**Mode de contrôle des connaissances :**

Evaluation contains a collective component (60%) and an individual component (40%). It includes the assessment of student contribution to course activities and the work they submit.

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