

# Bachelor Degree in Business Administration and Management and Business Transformation

**Course:** Business Consulting

**Subject:** Subject

**Credits:** 6 ECTS

**Program:** Bachelor

**Modality:** On-Site

**Year:** Second

**Semester:** First

## 1. Index

1. Index.....	2
2. Presentation.....	3
3. Learning outcome of the degree.....	3
4. Learning outcomes of the subject.....	4
5. Contents.....	5
6. Methodology.....	6
7. Evaluación.....	6
8. Bibliography.....	7

## 2. Presentation

Consultancy is the process of offering advice, opinions or strategies by experts in exchange for remuneration. Whether individually or with a company, consultants are experts in their area and possess such valuable knowledge that someone else, a person, a department or an entire organization, is willing to pay.

Consulting can include a wide range of activities that go beyond simply giving advice, such as problem diagnosis, data collection, feedback, strategy development and implementation.

As a business consultant, students can bring an impartial point of view so necessary for many companies when addressing a challenge and, therefore, business consultants and consulting firms are very valuable for their new perspectives on a major problem.

## 3. Learning outcome of the degree

- RAT1 - The graduate will be able to recognize the tasks of the different functional areas within a company or organization, taking into account previous theoretical learning about business structures.
- RAT4 - The student will describe the techniques of management in the development of business organizations by means of different written tests.
- RAT5 - The graduate will describe the characteristics of the institutions and procedures of the Spanish and European legal system and their impact on the business environment, by means of a written or oral test.
- RAT6 - The graduate will be able to understand the different data analysis techniques used to assess the feasibility of a business project.
- RAT7 - The student, after completing the Degree, will be able to identify the HR principles and practices of organizations through real-world case study learning
- RAT8 - The graduate will be able to provide a detailed description of the principles of occupational risk assessment as well as the action plans required to implement them in a company.
- RAT9 - The student will be able to provide clear and precise explanations of any knowledge/information, both orally and in writing, in Catalan, Spanish and a third language, particularly English.
- RAT10 - The student will be able to apply digital technologies (at the right time) in his/her field of expertise.
- RAT11 - After completing the Degree, the student will be able to apply the teamwork techniques in an autonomous way.
- RAT12 - The graduate will be able to develop both traditional and digital marketing and promotional projects in a business environment.

- RAT13 - The graduate will be able to analyze the economic operations of companies, which have been carried out in the financial markets.
- RAT16 - The graduate will be able to understand the economic-financial information of business entities and institutions in relation to their environment.
- RAT17 - After completing the degree, the graduate will be able to apply techniques to analyze and solve problems in changing business environments through the implementation of challenges and problem-solving methods.
- RAT18 - The student will be able to provide innovative, creative and entrepreneurial solutions in professional situations.
- RAT19 - The student will be able to evaluate the sustainability and social impact of the proposals presented, with ethical, environmental and professional responsibility.
- RAT20 - The student will be able to apply the gender perspective in the professional tasks.
- RAT21 - The graduate will be able to verify the economic-financial information of business organizations and institutions with regard to their environment, by analyzing the companies' profit and loss accounts.
- RAT23 - The graduate will be able to actively propose a plan for the implementation and support of information and communication systems for the digital transformation of the organization, according to a project based on a real business case.
- RAT24 - After completing the degree, the student will be able to design projects for IT services and systems in all business fields.
- RAT25 - The graduate will be able to prioritize the operational tasks of the different functional areas of a company or organization.

## 4. Learning outcomes of the subject

- RAM1 - The student will be able to interpret clearly and consistently the most relevant aspects in the business environment in a business project.
- RAM3 - The student will be able to accurately devise actions to improve the results of a business from the analysis of deviations from the objectives set.
- RAM4 - The student will be able to propose relevant indicators for the analysis and knowledge of the state of a company.
- RAM5 - The student will be able to organize a team, a business project in which all departments of a company participate.
- RAM7 - The student will be able to properly relate the fundamental concepts of current business to obtain a broad vision of the economic reality that affects the company.
- RAM8 - The student will be able to accurately analyze inventory management and transportation techniques, marketing and distribution strategies, to improve the order distribution process.

## 5. Contents

- Consultants: Types, Skills and Values
- Consulting as a Profession
- Marketing and Selling of Consulting Services
- Discussion of Data Gathering Methods
- Strategic and Organization Information Technology Consulting
- Strategy in Organizations Consulting
- Strategic Marketing Consulting
- Analyzing and Framing Problems
- Strategy and Operations Management Consulting
- Human Resources in Organization Consulting
- Managing Engagements
- Consulting to Global Clients
- Consulting to CEOs and Boards
- Consulting in the Public and Not-for-profit Sector
- Intervention and Change
- Merger and Acquisition Integration
- Managing Consulting Firms - Performance Problems
- Managing Consulting Firms - The Growth Problem
- Managing Consulting Firms - The Knowledge Sharing Problem
- The Future of Consulting

## 6. Methodology

Learning outcomes developed	Teaching methodology	Training activities
Knowledge	Master class	Teacher's presentations
	Instructional sessions	Student's presentations
	Tutoring	Meetings for the resolution of doubts
	Learning based on readings	Reading and analysis of documents
Skill	Learning based on projects	Problem solving
	Learning based on audio-visual	Audiovisual analysis
	Case-based learning	Search and processing of information. Problem solving
Competence	Project-based work	Reporting Submissions of reports or papers

## 7. Evaluación

Evaluation system	Weight
Continuous evaluation: exercises, problems, reporting, papers, case studies	40 %
Mid-term exam	20 %
Final exam	40 %

When computing the final grade, the on-going activities (participation, in-class quizzes, seminar cases and group projects, midterm exam) will be weighted only if the final exam grade is equal to or greater than 4.0. Therefore, to obtain a passing course grade, the final exam grade must be equal to or greater than 4.0. If the final exam grade is less than 4.0, the final exam grade becomes the final course grade, irrespective of the other grades. Students must take the final exam if they want to receive a quantitative course evaluation. Students who do not sit the final exam will receive a "No Show" overall course grade.

"The maximum grade that students may obtain on the reevaluation tests [...] shall be 5,0. In addition, "the grade of the reevaluation tests will, in any case, constitute the final grade of the subject". **Thus, only those students who having completed the partial exam, the final exam and have completed 100% of the activities of continuous assessment of the subject, are suspended (final grade of the subject less than 5) will be entitled to the exam.**"

**Single Evaluation:** The single assessment consists of a single examination equivalent to 100% of the grade of the subject. The exam, and therefore the subject, is passed with a grade of 5 out of 10 in this final test.

To benefit from the single assessment, it is necessary to send the teacher a written request during the first 15 working days of the course.

## 8. Bibliography

- Romero, M. C., Cajigas, D. A. R., & Ramírez, E. (2023). Diagnóstico y plan de acción empresarial-Ira edición: Modelo disruptivo de diagnóstico y planeación de la empresa para mantenerla generando valor. Ecoe Ediciones.
- Franco Farah, M. P. (2022). Plan de implementación de una empresa consultora de transformación digital (Master's thesis, Universidad Casa Grande. Departamento de Posgrado).