



Sacred Heart UNIVERSITY

JACK WELCH COLLEGE OF BUSINESS

Luxembourg

MANAGEMENT CONSULTING

DELIVERING EFFECTIVE PROJECTS & BRINGING VALUE TO THE CLIENT

This one credit course aims to provide students with a better understanding of what Management Consulting is about. It will guide students through the consultancy process, from the preparation of a proposal of assistance up to the delivery of the project. The course is built in a way that makes it as practical as possible supported by actual cases shared with the students in order to be discussed. Though it remains intellectually rigorous, providing theoretical background when needed, the course follows a critical approach to the tools and techniques commonly used by professional practitioners.

SEMINAR LEARNING OBJECTIVES

- ✓ Consulting as a professional practice
 - To recognize the ways in which consultants add value for the client business
 - To understand the specific business model configuration of consulting companies
- ✓ Structured approach of consulting
 - To recognize the sequence of activities that form the typical consulting project
 - To be able to identify and properly define a problem to facilitate its resolution
- ✓ Get the client-oriented mindset
 - To appreciate the complexity of the consultant-client relationship
 - To understand how conflicts may be overcome

COURSE DURATION:	4 SESSIONS OF 3 HOURS EACH
DATES:	DEC 5, 7, 12, 14
PRICE:	€ 950
	€ 600 FOR ALUMNUS

PRESENTER PROFILE

Dr. Nicolas Neysen is an Adjunct Professor in the Department of Management. Nicolas earned a Ph.D. in Management in 2009 from the University of Louvain-la-Neuve (BE) where he still teaches Strategy at the graduate level. He is also Guest Lecturer at HEC-ULg (BE) and EDHEC Business School (FR). His main research interests cover digital strategy and market intermediation. In 2011 Nicolas joined Accenture as a Business Consultant and currently serves as Manager within the company's Business Strategy department in Luxembourg. Mostly active in the Financial Services industry, his recent projects include strategic and tactical planning, operating model design, and organizational change.