



AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Management Policies and Consultancy							
Course Code		İK346		Course Level		First Cycle (Bachelor's Degree)			
ECTS Credit	6	Workload	151 (<i>Hours</i>)	Theory	3	Practice	0	Laboratory	0
Objectives of the Course		This course aims to introduce the process of management consulting. In this vein, the course deals with the basic activities of business management consultancy, relationships between the client and the consultant and ethical dimension of consultancy.							
Course Content		The meaning, objectives and development of management consulting, improvements of executivescustomer relations, data collection and research methods for executive consultants, fundamental concepts at management consulting, communication consultancy, the role of management consulting to decide company strategy...							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation), Discussion, Individual Study					
Name of Lecturer(s)									

Assessment Methods and Criteria

Method	Quantity	Percentage (%)
Midterm Examination	1	40
Final Examination	1	70

Recommended or Required Reading

1	İsmet BARUTÇUGİL, Yöneticinin Yönetimi, Kariyer Yayınları, İstanbul, 2006.
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Week	Weekly Detailed Course Contents	
1	Theoretical	Management Consultancy Concept
2	Theoretical	The Evolution of Management Consultancy in World and Turkey
3	Theoretical	The Process and Phases Of Management Consultancy
4	Theoretical	The Actors and Their Expectations in Management Consultancy Process
5	Theoretical	Problems Faced During The Management Consultancy Process
6	Theoretical	Management Consultancy Service Contract
7	Theoretical	The Service Range Provided by Management Consultants
8	Theoretical	The relationship between Management Consultancy and Management Fads
9	Intermediate Exam	Midterms
10	Intermediate Exam	Midterms
11	Theoretical	The Functions of Management Consultants
12	Theoretical	The success stories of Organizations in Management Consultancy Sector
13	Theoretical	The success stories of Organizations in Management Consultancy Sector in Global Arena
14	Theoretical	The Formation of Effective Control Systems in Management Consultancy Service
15	Theoretical	General Evaluation

Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	13	2	3	65
Individual Work	13	0	3	39
Midterm Examination	1	20	1	21
Final Examination	1	25	1	26
Total Workload (Hours)				151
[Total Workload (Hours) / 25*] = ECTS				6
*25 hour workload is accepted as 1 ECTS				



Learning Outcomes

1	To be able to understand the importance of management of Management Consultancy organizations in today's life.
2	To be able to understand the content and process of Management Consultancy Service.
3	To be understands the approaches to tactical and strategic management consultancy, including the extensive transformation of business processes.
4	To be evaluate strategic management processes in the context of internal and external environment.
5	Has a critical awareness of the main issues that are central to management consulting.

Programme Outcomes (Human Resources Management)

1	Having adequate scientific knowledge of Human Resources Management, basic business concepts and other social sciences
2	Thinking critically and analytically
3	Having knowledge of communication and information technologies
4	In-depth understanding of the research process and application of a range of research techniques into studies, researches and projects
5	In-depth understanding of usage of Human Resources Management and other social sciences theoretical and applied knowledge together.
6	Ability to interpret basic Business concepts from Human Resource Management perspective
7	Ability to implement basic HRM responsibilities in institutions such as HR Planning and staffing, labor relations, occupational healthy and safety, training planning, performance and rewards management, career planning, employment and interview techniques and legal HR issues
8	Implementing quality process approach into HRM process by considering institutional development, internal and external customer satisfaction; in case of need, having sense of responsibility making contribution for problem solving and continuous development and process excellence ability by problem identification, goal setting, reorganisation and change management skills
9	Management of resources and assets by considering budgetary, financial and legal issues; management of projects/operations with the ability of planning, implementation, and auditing; Having skills on management of self and other people
10	Enriching result oriented working approach with continuous learning approach
11	Strong oral and written communication skills and ability to present ideas and information effectively
12	Monitor and communicate with colleagues in a foreign language using at least the European Language Portfolio B1 General Level
13	Ability to work with people of various cultural and educational background by valuing team work, developing empathy and listening skills
14	Being conscious on social, academic and professional ethical values
15	Development of critical theoretical appreciation of 'how', 'why' and 'where' HRM contributes to and supports employee and societal development, and implementing these approach for applied and graduate projects and working life

Contribution of Learning Outcomes to Programme Outcomes 1:Very Low, 2:Low, 3:Medium, 4:High, 5:Very High

	L1	L3	L5
P1		3	4
P2	3		
P4		3	4
P5	4		
P7		5	3
P8	4		
P10			3
P11	3		
P14		4	
P15	4	3	4

