

BAM Management consultancy Network	
Coffee chat: Developing students' consulting skills	
28 September 2022 08:30 – 09:30 on Zoom	
Aims	
<p>Management consultancy is a popular career option among business school students, and courses on management consultancy and consulting skills enjoy considerable support.</p> <p>The Management Consultancy Network is therefore planning to set up a Consulting Skills Development Group (CSDG) to allow those involved and interested in delivering courses in this to share experience and develop practice that will inform the design and delivery of future programmes.</p> <p>The Group, although based in BAM, may eventually also embrace those from the practitioner community, and look to develop and contribute to curriculum development, best practice delivery, and resource sharing: creating a repository of useful texts, web sites and other references that is of use to course leaders and students. The plan is to launch the Consulting Skills Development Group with an on-line event later in the autumn.</p> <p>The aim of the coffee morning is to provide an informal opportunity for those attending to discuss the concept and how it might best be developed.</p>	
Emerging themes	
1	There is not much consistency in teaching management consultancy. Previous initiatives to address this focused on sharing materials and cases studies, guest lecturing and setting up a database, but faltered through lack of time
2	Academia and the practitioner community are not well connected. Teaching management consulting could act as a bridge between the two with students working alongside practitioners.
3	Management consultancy teaching as part of an MBA course is usually a consolidation of other learning. There is a need to connect with real life projects. Using case studies is not the same.
4	Some MBA and MSc courses focus on a theoretical model then work with local firms to put this into practice. This also works for international MBAs working with international organisations as well.
5	There are benefits for companies, students, and future employers of working on substantial (6 month) projects. Some projects are too simple.
6	There is often a need to translate requests from organisations for consultancy into deliverable projects for students (Joe is involved in a company that finds projects for consultancy students)
7	There does need to be a distinction between what is taught to undergraduates compared with postgraduates. How can PhD students gain consulting skills?
8	Some management consultancy teaching is virtual. Developing ways of working virtually with organisations is a further consideration, drawing on experiences during Covid-19
9	There is some interest in sharing cases and possibly creating a database with a view to publishing.

Next steps		
1	Joe will set up a meeting with attendees involved in teaching management consultancy and interested parties from his existing network	Joe O'Mahoney
2	The MCN committee will set up a "Developing students' consulting skills" linkedIn group that is separate to the BAM MCN LinkedIn group	MCN Committee
3	The BAM MCN coffee chat on 23 rd November may be used to discuss progress	MCN Committee

Proposed attendees for follow up meeting:

- Joe O'Mahoney
- Alicia Arribas
- Julie Hodges
- Adrian Pryce
- Stuart Allen
- James B Johnston
- Samer Mashlah
- Calvert Markham
- Jeanette Hartley