

Mark Somers  
| Logout

NAVIGATION

[Home](#) | [Moodle Home](#) | [NJIT Resources](#) | [Moodle Help](#) | [My courses](#) | [Activities](#)[Home](#) ► [2016 Fall - MGMT 699851](#) ► [General](#) ► [Syllabus](#)

ADMINISTRATION

## SYLLABUS

# SYLLABUS

### FACULTY CONTACT INFORMATION

**Instructor:** Dr. Pius Egbelu

**Email:** [pegbelu@njit.edu](mailto:pegbelu@njit.edu)

**Office Hours:** By appointment

### COURSE DESCRIPTION

This course provides an overview of the management consulting profession and the consulting process. Management consultants help organizations to skillfully navigate the multiple challenges offered by today's globalized business environments. They bring valuable insights that can illuminate solutions and motivate organizations to pursue them. The course will provide students with the knowledge needed to effectively diagnose problems in organizations, manage transitions, and design new strategies and tactics in the face of these challenges.

The course is practice-oriented and places an emphasis on developing the required skills to work as either internal or external consultants for various organizations. Particular areas of consulting focus include strategy, information technology management, human resource management, marketing and supply chain management. Students will also be provided with a strong understanding of approaches for managing consulting projects and clients.

The course will enable students to better understand the major concepts and frameworks of management consulting and how they are related. Students will also gain a firm grasp of management consulting tools that can be utilized for internal and external analyses and how industry best practices can be adapted and applied effectively in organizations.

### TEXTBOOK AND MATERIALS

Block, P., *Flawless Consulting: A guide to getting your expertise used*, 3rd Edition, Pfeiffer & Co., 2012. ISBN 9780470620748.

### COURSE OUTCOMES

- Apply the concepts, approaches and frameworks of management consulting to an organization facing unique challenges and opportunities.

ADD A BLOCK

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- b. Assist organizations in developing their business strategies and translating these into effective tactics, objectives, goals and actions.
- c. Adapt and apply industry best practices to an organization in transition to yield performance improvements across the organization.
- d. Communicate effectively in verbal and written forms with an organization's management during the entire management consulting project life-cycle in order to mobilize changes within the organization.
- e. Manage a management consulting project efficiently and effectively to accomplish its objectives within deadline and budget.
- f. Integrate knowledge of IT's special role in contemporary organizations into powerful and innovative solutions for organizations.

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## GRADING SCALE

Grade	Percentile	Percentage
A	4.0	92% or higher
B+	3.5	87 to 91%
B	3.0	82 to 86%
C+	2.5	76 to 81%
C	2.0	70 to 75%
D	1.0	62 to 69%
F	N/A	61% and below

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## GRADING CATEGORIES

Category	Percentage
Kellogg's Case Study	15%
Ethical Case Study	15%
Angel Investor Case	20%
Group Project	25%
Final Exam	25%

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## TIME COMMITMENT

Students should expect to spend between 6 and 8 hours per week for course work.

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## COURSE POLICIES

Every student is expected to do the reading assignments and to participate in the case discussions and exams on time as described in the course outline seen below. Likewise, each student is expected to be a member of a group of 3 individuals (maximum) and to take part in group assignments.

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## LATE WORK AND MAKE-UP EXAMS

All assignments are expected when due, as stated in your syllabus. Late assignments are penalized according to the following schedule:

- One (1) day late: 7% penalty
- Two (2) days late: 20% penalty
- Three (3) days late: 50% penalty
- Over three (3) days late: 100% penalty

Exams must be taken during the specified times, except in documented cases of exceptional personal or family emergencies.

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## STUDENT CONDUCT

The NJIT University code on academic integrity, found at <http://www.njit.edu/academics/integrity.php>, will be followed in all courses.

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## STUDENT WITH DISABILITIES CODES

NJIT adheres to section 504 of the Rehabilitation Act (ADA) of 1990. Appropriate accommodations are provided at no cost to the student. If you have any questions or would like additional information, please contact Dr. Phyllis Bolling, Center for Counseling and Psychological Services (C-CAPS), Campbell Hall, (entry level), room 205, (973) 596-3420. For further information, visit the [Student Disability Services](#) website.

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## TECHNICAL SUPPORT

For assistance with the following items, please contact NJIT IST Helpdesk at: 1-973-596-2900 or <http://ist.njit.edu/support/helpdesk.php>

- UCID
- Library database access
- Webmail by Google email system
- Sessions
- Password assistance\*

For assistance with the following items, please contact Technical Support at: 1-888-789-0407 or <https://supportcenter.embanet.com/NJIT>

- Content within this course
- Assignments
- Discussion Formums
- Quizzes
- Exams
- All other items related to the running of this course

\*NJIT passwords may be changed using the [Global Password Change mechanism](#). You will need to know your current UCID and UCID password. Questions can be referred to 1-973-596-2900.

Periodic changing of passwords and strategies for managing them are best practice for anyone using a computer. All members of the university community are

encouraged to review [tips for password management](#) and to change passwords regularly.

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## SOFTWARE AND HARDWARE REQUIREMENTS

Sometimes, you will be required to use Word processing and presentation software, such as MS Word and PowerPoint found in Microsoft Office. You will also need to be comfortable with various aspects of using the Internet such as:

- Search engines
- Newsgroups
- E-mail
- Ability to download files

To view certain media elements in this course, you will need to have several browser plug-ins such as Shockwave, Flash, and Adobe Acrobat on your computer. Use the links in the course to download and install the appropriate software application.

**Important:** With regards to plug-ins, ensure you are using the most recent version of each plug-in you require. View the [hardware and software requirements](#) for this course.

### BROWSER CHECK

To test your web browser for compatibility in the Moodle environment, go to the [Online Support Center](#) page and select the 'Check My Browser' link located on the right side.

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## STUDENT SERVICES AND SUPPORT

Heather Minton

[h.minton@onlineprograms.njit.edu](mailto:h.minton@onlineprograms.njit.edu)

1-877-615-8696

Contact the program coordinator for:

- Change of address, phone, or email
- If you have not received your course materials
- If you are having difficulty contacting a faculty member
- If you have difficulty completing your course work due to personal issues
- To drop/withdraw from a course
- General program information

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 [Moodle Docs for this page](#)

2016 Fall - MGMT 699851

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