



APPLIES TO ACADEMIC YEAR 2012/2013

## MAN 5797/5897/2246/2247 Consultancy

### Programme

Final Master of Management Program, Master of Management Program

### Responsible for the course

Steinar Bjartveit, Tor Grenness

### Department

Department of Communication - Culture and Languages

### Term

According to study plan

### ECTS Credits

30

### Language of instruction

Norwegian

### Introduction

### Learning outcome

### Prerequisites

Bachelor degree or equivalent and 4 years work experience. Please confirm our Student regulations.

### Compulsory reading

#### Books:

Alvesson, Mats, Kaj Sköldberg. 2008. *Tolkning och reflektion : vetenskapsfilosofi och kvalitativ metod*. 2. oppl. Studentlitteratur

Berger, Peter L. and Thomas Luckmann. 1967. *The social construction of reality : a treatise in the sociology of knowledge*. Penguin

Bjartveit, Steinar og Göran Roos, eds. 2005. *Scandinavian perspectives on management consulting*. Cappelen akademisk

Dante Alighieri. 1993. *Helvetet*. Gyldendal. "Helvetet" er tilgjengelig via Magnus Ullelands oversettelse av "Den guddommelege komedie" .

Eriksen, Trond Berg. 2000. *Reisen gjennom helvete : Dantes inferno*. 2.utg. Universitetsforlaget

Flaherty, James. 2010. *Coaching : evoking excellence in others*. 3rd ed. Elsevier/Butterworth-Heinemann

Goethe, Johann Wolfgang von. 2002. *Faust : en tragedie*. Aschehoug

Grenness, Tor. 2004. *Hvordan kan du vite om noe er sant? : veiviser i forsknings- og utredningsarbeid for studenter, ledere, konsulenter og journalister*. Cappelen akademisk forlag

Haslam, S. Alexander. 2004. *Psychology in organizations : the social identity approach*. 2nd ed. Sage

Kierkegaard, Søren. 1994. *Avsluttende uvitenskaplig etterskrift til "De filosofiske smuler" : (i utvalg)*. Nyutgivelse. Pax

Kubr, Milan. 1993. *How to select and use consultants : a client's guide*. International Labour Office

Machiavelli, Niccolò. 2003. *Fyrsten*. Cappelen akademisk

Platon. 1989. *Gorgias*. 3. utg. Samlaget

Shakespeare, William. 2008. *Othello*. De norske bokklubbene

Stacey, Ralph D. 2011. *Strategic management and organisational dynamics : the challenge of complexity to ways of thinking about organisations*. 6th ed. Financial Times Prentice Hall

Watzlawick, Paul, Janet B. Bevalas, Don D. Jackson. 1967. *Pragmatics of human communication : a study of interactional patterns, pathologies, and paradoxes*. Norton

### Recommended reading

**Course outline**

1st course Module - Consultation; basic elements

2nd course module - Diagnoses and methods

3rd course module - Intervention strategies

4th course module - Coaching: consultant/client - a therapeutic relationship

5th course module - Consulting in an international perspective / Study tour to Venezia

**Computer-based tools**

None.

**Learning process and workload**

The program is conducted through five course modules, a total of 150 lecturing hours. Project tutorials differ in each Master of Management program. It will consist of personal tutorials and tutorials given in class. Generally the students may expect consulting tutorials, not evaluating tutorials. The total hours of tutorials offered is estimated to two hours pr. students following an ordinary Master of Management program. For students taking the program as their final Master of Management program the tutorials offered are estimated to a total of six hours.

**Examination**

The students are evaluated through a term paper, counting for 18 credit hours and an individual written exam, counting for 12 credit hours. Both evaluations must be passed to obtain a certificate for the program. The term paper may be written individually or in groups of maximum three persons.

For students taking this program as the final Master of Management Program the following applies:

The students are evaluated through a term paper, counting for 24 credit hours and an individual written exam, counting for 6 credit hours. The term paper may be written individually or in groups of maximum two persons.

Both evaluations must be passed to obtain a certificate for the program.

**Examination code(s)**

MAN 57971 - Term paper; counts for 100 % to pass the program MAN 5797, 18 credits.

MAN 58971 - 3 days individual home examination; counts for 100 % to pass the program MAN 5897, 12 credits.

Both evaluations must be passed to obtain a certificate for the program.

For students taking this program as the final Master of Management Program the following applies:

MAN 22461 - Term paper; counts for 100 % to pass the program MAN 2246, 24 credits.

MAN 22471 - 3 days individual home examination; counts for 100 % to pass the program MAN 2247, 6 credits.

Both evaluations must be passed to obtain a certificate for the program.

**Examination support materials**

All aids are permitted. Though the participants will not be allowed to communicate with each other or other persons during the home examination.

**Re-sit examination**

At the next ordinary exam.

**Additional information**