

## Consulting Soft Skills and Project Delivery

UGRA\_016146

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Departments	Department of Strategy & General Management
Teaching Languages	English
ECTS	4
Teacher responsible	Oscar-Jan Batista Zazurca - oscar.batista@esade.edu

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### Course Goals

The purpose of this course is dual-fold. Firstly, students will acquire essential soft skills that are crucial for success in the field of consulting. These encompass proficiency in structured slide writing and engaging storytelling techniques, effective communication and negotiation skills, adept project prioritization and planning competencies, and the ability to boost networking and trust with clients and key stakeholders. Secondly, students will be provided with an opportunity to apply the knowledge and concepts acquired throughout their minor subjects by both simulating and developing a consulting project.

### Previous knowledge

Strategic Consulting Mindset and Business Consulting Toolkit are highly recommended.

### Teaching methodology

Course methodology includes:

- Soft skills training
- Real experiences
- Group presentations
- Consulting project competition

### Content

#	Topic
1	Introduction to Soft Skills and Project Delivery: 3 Teams Industries Consulting core competencies
2	Project Competition: Client challenges: Client introduction and presentation Project understanding
3	Time Management & Planning: Project planning Orientation to results
4	Teamwork & Collaboration: Work in teams. Know your manager and your Peers Self-awareness Communication styles Conflict resolution
5	Effective communication (1/2): Written communication Attention to detail Storytelling - so what

#	Topic
6	Project Competition Delivery 1: Building a story top down
7	Client Relationship: Professionalism Confidentiality Humility Real experiences
8	Effective communication (2/2): Oral Presentations & Meetings Active Listening
9	Project Competition: Presentation training
10	Project Competition: Final Presentation: Final delivery in front of client Course Wrap-up

## Assessment

Tool	Assessment tool	Category	Weight %
Group project	Project Competition (including Peer Evaluation)	Ordinary round	50.00%
Individual or team exercises	Individual assessments	Ordinary round	25.00%
In-class analysis and discussion of issues	Active participation in class	Ordinary round	25.00%

### PROGRAMS

BBA20-Bachelor of Business Administration (BBA) (Undergraduates: Business)

BBA20 Year 4 (Optative)

BBA20 Year 1 (Optative)

BBA20 Year 3 (Optative)

BBA23-Bachelor of Business Administration (BBA) (Undergraduates: Business)

BBA23 Year 3 (Optative)

BBA23 Year 4 (Optative)

DBAI21-Double Degree in Business Administration and Artificial Intelligence for Business (Undergraduates: Business)

DBAI21 Year 4 (Optative)

GBD20-Double Degree in Business Administration and Law (Undergraduates: Law)

GBD20 Year 4 (Optative)