

MINOR Business Consultancy Clinic

If you have specific questions about the content of this programme, you can contact the minor coordinator: Mrs. Anoesjka Timmermans directly at a.n.timmermans@hva.nl.

The minor programme Corporate Entrepreneurship and Innovation is currently in redesign.
The minor Business Consultancy Clinic is being offered in 2019/2020 as a substitute.

Minor Business Consultancy Clinic			
Catalogue Number	Course name	30 ECTS	Examination
6100BCC_18	Business Consultancy Clinic	20	Business Portfolio and Portf. & Refl. Paper
Student should take 2 out of 3 courses from the Entrepreneurship minor			
6100MEI_16	Managing Entrepr. & Innovation	5	Test (Written) and Assignment
6100SAN_16	Sales, Negotiation & Culture	5	Assessment, Assignment and Oral Test
6118CIE_18	Cases in Entrepreneurship	5	

*The module *Business Consultancy Clinic* can only be selected in combination with the other three modules (*Managing Entrepreneurship & Innovation*, *Sales Negotiation and Culture*, *Cases in Entrepreneurship*) of the minor programme.

Brief Description

Bring your knowledge of international business to practice in a real-live business challenge.

The aim of the minor is to provide in-depth practice and understanding of the process of business development through consultancy, combining learning in class with a real business experience. In this program you will be teamed up in a multidisciplinary team of 4 students and connected with an external organisation (corporate, NGO or SME) to work on a real "live", business challenge. With your team, and under supervision of a project mentor and a representative from the company you do the challenge for, you are expected to:

- conduct a thorough research to analyse the problem or challenge,
- conduct a full (business and/or market) study to discover opportunities and/or solution;
- come up with and work out different ideas, concepts and scenarios to benefit from the opportunity/solve the problem, and create value for the company and its stakeholder;
- work out a practical recommendation to tackle the challenge and create value, and
- present the solution to the company.

The experiential learning method, supported with a theoretical foundation and intensive supervision, enables you to develop the knowledge, skills and experience needed to perform this challenging business consultancy task.

Admission Requirements

Command of the English language at CEF level B2 (literature and courses are in English)

Learning Goals

Apply secondary research skills in the context of a contemporary business problem through a client project.

Apply knowledge of a business and management problem, in order to identify justifiable solutions, expressed in:

Translate trends to (innovative) opportunities,

Transform opportunities into ideas and solutions that create value for others

Carry out a customer development process

Intellectual / Professional skills & abilities:

Demonstrate your ability to work as part of a team in making decisions and identify solutions to a client's problem.

Demonstrate effective communication and understanding of your company problem, secondary research and solutions through team presentation to a business audience.

Produce evidence of self-reflection against key graduate employability skills

Course Components

Course Catalogue Number	Description	Credits (ECTS)	Weight %
6000MBCC19	Minor Business Consult. Clinic	30	
6100BCC_18	Business Consultancy Clinic	20	1
6118BCC_WC	BCC Consultancy Project		
6118BCC_PO	BCC Business Portfolio		70
6118BCC_PA	BCC Portf. & Refl. Paper		30
Student should take 2 out of 3 courses from the modules below for the complete minor Business Consultancy Clinic:			
6100MEI_16	Managing Entrepr. & Innovation	5	1
6116MEI_WC	MEI Man. Entr. & Innov.		
6116MEI_TS	MEI Written examination		60
6116MEI_OP	MEI Assignments		40
6100SAN_16	Sales, Negotiation & Culture	5	1
6116SAN_WC	SAN Sales Nego. & Cul.		
6116SAN_AS	SAN Continuous Assessment		40
6116SAN_OP	SAN Assignments		30
6116SAN_TM	SAN Negotiation Exam		30
6100CIE_18	Causes in Entrepreneurship		1
6118CIE_WC	CIE Causes Entrepreneurs. - WC		
6118CIE_OP	CIE Causes Entrepreneurs. - OP		20
6118CIE_PA	CIE Causes Entrepreneurs. - PA		80

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