



INSTITUT DE HAUTES
ÉTUDES INTERNATIONALES
ET DU DÉVELOPPEMENT
GRADUATE INSTITUTE
OF INTERNATIONAL AND
DEVELOPMENT STUDIES

Interdisciplinary Programmes

Academic year 2019-2020

Strategy Consulting in the Development Sector

MINT140 - Autumn - 3 ECTS

Friday 22 November 2019 from 12:15
Friday 6 December 2019 from 13:00

Room S3

Course Description

This 3 ECTS workshop introduces students to the main insights of strategy consulting and illustrates how an interdisciplinary background in international affairs and/or development studies can relate to this professional field. The aim of this workshop is to enhance students' skillset in strategy consulting through an introduction to key consultancy approaches and design thinking mechanisms, followed by applying these methods to a real-life consultancy case.

> **PROFESSOR**

[Karin Hagemann](#)

[Office hours](#)

Syllabus

1.A.1 Course Evaluation:

Evaluations will be based on:

- Participation and attendance
- Presentation of a group assignment on Day 2 (each group member is required to present part of the overall group presentation)

1.A.2 Course Materials:

The Boston Consulting Group on Strategy, Classic concepts and New Perspectives, published by John Wiley & Sons, 2nd Edition

Better Business Better World, The report of the Business & Sustainable Development Commission, January 2017

1.A.3 Course Overview:

This 3 ECTS Workshop to take place over two days. The first day will be an interactive-style lecture, where the basic approaches of strategic consulting in a development context are introduced. The week in between the two class times should involve research and group work for the final deliverable due on the second class day. The second-class day is reserved for group presentations and discussion.

Day 1

Introduction to Strategy Consulting

The following timeline will take place on the first day to introduce the students to strategy consulting.

1. Introduction to Strategy Consulting
 - Vision-mission-goals
 - SWOT and other analysis
 - SMART Objectives
 - SDGs and Shared Value
2. How to diagnose issues and work towards solutions through qualitative and quantitative information
 - Case Study overview**
3. Success factors in strategy consulting in the development sector
4. Introduction to case studies
 - Split into 5 groups and present case studies**

Day 2

Application of Consulting Skillset

Students will present their findings in a consultancy style, with discussions following each presentation.

Presentations should ideally be 4 to 5 slides plus backups and take 20-25 minutes.