



UK

SYLLABUS 2025-2026

Consulting Project: Leadership, Negotiation, Project Management

MODULE SPECIFICATION

Module Code	2526_DFC_2_EN_026 / 2526_DFC_3_EN_013
Campus	Oxford
Department(s)	Law, Finance and Control
Level / Semester	Masters Year 2 (M2); Equivalent to FHEQ level 7 Semester 10
Language of Instruction	English
Teaching Method	☒ In-person (face-to-face) ☐ Distance learning (live online) ☐ e-Learning (asynchronous) ☐ Hybrid: _____
Pre-requisite(s)?	None
ECTS <i>Reminder: 1 ECTS = between 20 and 30hr- student workload</i>	5
Equivalent FHEQ credits	10
Study Hours	100 hours which comprise of 28 directed learning and 72 independent learning/assessment hours

MODULE DESCRIPTION

Module Aims	This module offers a hands-on, integrated learning experience where students engage in a consulting project as a capstone, while simultaneously developing essential skills in leadership, negotiation, and project management. The consulting project challenges students to apply their theoretical knowledge to real-world business problems, working directly with organisations to provide strategic solutions. Throughout the module, students will learn and practice key leadership principles, including team management, decision-making,
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	and influencing others, to effectively lead and guide their consulting teams. They will also develop critical negotiation skills, enabling them to navigate complex stakeholder relationships, manage conflicts, and secure favourable outcomes for all stakeholders. The project management component focuses on the practical application of project planning, execution, and monitoring techniques. Students will learn how to define project goals, create timelines, allocate resources, manage risks, and track progress to ensure successful project delivery. By the end of the module, students will have gained valuable experience in applying consulting methodologies, leading teams, negotiating effectively, and managing complex projects from initiation through completion.
Teaching Arrangement	The module will be delivered through lectures, seminars, and workshops.
Learning Outcomes	By the end of this module, students should be able to: 1. Communicate financial concepts and solutions clearly to diverse stakeholders, adapting their communication style to the audience, both verbally and in writing. 2. Use advanced analytical techniques to solve real-world problems in banking, finance, and fintech, leveraging data and research to develop practical solutions. 3. Demonstrate leadership and team management skills, effectively guiding teams, making decisions, and ensuring the successful completion of projects, from initiation to delivery. 4. Evaluate their learning and performance throughout the project, identifying areas for continuous professional development and growth. 5. Provides students with an opportunity to apply their knowledge in a practical, real-world financial context while developing essential leadership, analytical, and communication skills.
Competency Goals <i>(Knowledge, expertise and interpersonal skills)</i>	PGE_M_CG01 - To be equipped with efficient business skills
	PGE_M_CG02 - To be entrepreneurially-minded
	PGE_M_CG04 - To be a project manager with a strategic overview
	PGE_M_CG05 - To be aware of corporate social responsibility issues
Alignment with Programme Learning Goals	PGE_M_CG01_LO01 - To apply appropriate financial skills
	PGE_M_CG01_LO05 - To identify the appropriate methodology to solve a problem

	PGE_M_CG01_LO06 - To apply knowledge in order to meet the expectations of the professional world
	PGE_M_CG02_LO01 - To understand the environment of a company whatever the activity sector
	PGE_M_CG02_LO02 - To develop open-mindedness
	PGE_M_CG04_LO01 - To do a global analysis of the firm in its environment
	PGE_M_CG05_LO01 - To understand the concepts of sustainable development and ethics and what is at stake for the organisation
	PGE_M_CG01_LO01_I01 - To realise a financial analysis
	PGE_M_CG01_LO05_I02 - To select the appropriate methodological approach and data processing
	PGE_M_CG01_LO06_I01 - To solve in a team an advanced professional issue
	PGE_M_CG02_LO02_I03 - To be open to others
	PGE_M_CG02_LO02_I01 - To assess their own strengths and weaknesses
	PGE_M_CG04_LO01_I02 - To distinguish between what is a strategic situation and what is not
	PGE_M_CG02_LO01_I01 - To find the right information, describe and analyse the environment of a company whatever the sector is
	PGE_M_CG04_LO01_I01 - To understand economics current affairs & political economics
	PGE_M_CG05_LO01_I03 - To be aware of the firm's environmental responsibility

SESSION TOPICS / MODULE SCHEDULE

(Please note, a session/sequence may be more than one scheduled class)

Session 1: Communication of Financial Concepts and Solutions

Content:

- Students will adapt their communication style to suit diverse stakeholders, ensuring clarity and understanding in both verbal and written formats
- Emphasis will be placed on the ability to explain complex financial concepts in a simplified,

Last reviewed: 08/09/2025

accessible manner, tailored to different audiences

Assignments:

- Assignments will be announced closer to the relevant session dates

Session 2: Application of Advanced Analytical Techniques

Content:

- Students will use quantitative analysis, financial modelling, and data-driven decision-making to address real-world challenges in banking, finance, and fintech
- Students will leverage data and research to develop practical, actionable solutions to complex financial problems

Assignments:

- Assignments will be announced closer to the relevant session dates

Session 3: Leadership and Team Management

Content:

- Students will:
 - Demonstrate leadership skills by effectively guiding teams through project phases, from initiation to completion
 - Make strategic decisions, manage team performance, and foster collaboration to ensure successful project delivery

Assignments:

- Assignments will be announced closer to the relevant session dates

Session 4: Reflective Practice and Professional Development

Content:

- Students will:
 - Engage in reflective practice to assess their performance, identifying strengths and areas for improvement
 - Focus on continuous professional growth, evaluating their learning and skills to ensure ongoing development throughout their careers

Assignments:

- Assignments will be announced closer to the relevant session dates

Session 5: Capstone Project Application

Content:

- Capstone project offers students the opportunity to integrate theoretical knowledge into a practical financial context
- Students will develop critical leadership and analytical and communication skills, showcasing their ability to apply what they have learned to real-world financial challenges

Assignments:

- Assignments will be announced closer to the relevant session dates

KEY TEXTS

1. Weiss, A. (2021) *The consulting bible: How to launch and grow a seven-figure consulting business*. 2nd edn. Hoboken, NJ: John Wiley & Sons.

SUPPLEMENTARY TEXTS

1. Additional readings and materials will be provided closer to the relevant session dates.

MODES OF ASSESSMENT

Continuous Assessment (40%)	Presentation and report	
Final Exam (60%)	Group project presentation	40%
	Self-reflective report	20%

MODULE DESIGN TEAM

- Author: *Mitra Arami*
- Reviewer: *Hendrik Lohse*
- External Reviewer: *TBA*