

Management Consulting in the Public Sector Seminar Potsdam University

Dr Ferdinand Schuster
Winter term 2022/23



Agenda

Session No. Date	Topics	Responsibilities
1 21 Oct	Management Consulting in Practice A Jump into the Industry	Franziska Holler, MSc (LSE)
2 28 Oct	Introduction to the Seminar Personal introduction: lecturer and participants (15 mins) Introduction to the seminar, Q & A (30 mins) Exercise: The Good Consultant (30 mins) Introduction: The Services Industry (15 mins)	Lecturer
4 Nov	cancelled – no session at this day!	

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3 11 Nov	Introducing Management Consulting Student Presentation No. 1 “Management Consulting in Practice” Exercise: Management Consulting in the Digital Age	Haben Goitom, Jannik Meyenburg Lecturer
4 18 Nov	The Academic Perspective Student Presentation No. 2 “Management Consultants from an Academic Perspective” Briefing: Consulting and Theory	N.N. (students) Lecturer
5 25 Nov	The History of Administrative Change Student Presentation No. 3 “Administrative Reform” Exercise: The Case of Germany	N.N. (students) Lecturer

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5 2 Dec	The Supply Side General Wrap-up Student Presentation No. 4 “Public Sector Consultants – Who they are and what they do”	Lecturer N.N. (students)
6 9 Dec	The Demand Side Student Presentation No. 5 “The Demand Side: Government as consumer of consulting services” Briefing: Public Procurement Law – Reason and Reality	N.N. (students) Lecturer
7 16 Dec	Consulting Projects I Student Presentation No. 6 “Consulting Fields and Projects, Part One (Externalisation)” Exercise: Privatising a State-Owned Enterprise	N.N. (students) Lecturer

Introduction to the seminar

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8 6 Jan	Consulting Projects II General Wrap-up Student Presentation No. 7 “Consulting Fields and Projects, Part Two (Internal reform)”	Lecturer N.N. (students)
9 13 Jan	Consultants as Thinkers Student Presentation No. 8 “Thought Leadership by Consultants” Practical Case: The Public Governance Institute	N.N. (students) Lecturer
10 20 Jan	Consultants in Politics Student Presentation No. 9 “Management Consultants in Policy Advice” Exercise: Consultants in Politics – A Deliberate Decision?	N.N. (students) Lecturer

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11 27 Jan	<p>The Impact</p> <p>Student Presentation No. 10 “Do They Have an Impact?”</p> <p>Exercise: Criticising Management Consultants in the Public Sector – The Main Arguments under Review</p>	<p>N.N. (students)</p> <p>Lecturer</p>
12 3 Feb	<p>Summarising the Seminar</p> <p>General Wrap-up (30 mins)</p> <p>Summary: The Agents of Change and their Footprint (45 mins)</p> <p>Final Q & A (15 mins)</p>	<p>Lecturer</p>
13 10 Feb	<p>...and in Reality? Consultants’ Question Time (Open Session)</p> <p>Public sector consultants respond on students’ questions</p>	<p>Lecturer, Guests</p>