

Course Code	MB18MI04	Course Name	IT CONSULTING	Course Category	Elective Course	L	T	P	C
						2	0	2	3

Pre-requisite Courses	Nil	Co-requisite Courses	Computer Applications in Business	Progressive Courses	Data Visualization Managing Digital Innovation
Course Offering Department	MBA		Data Book / Codes/Standards		

Course Learning Rationale (CLR):	The purpose of learning this course is to:	Learning	Program Learning Outcomes (PLO)
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CLR-1	Understand the IT consulting Framework and RFI, RFQ & RFT Documents	1	2	3	1	2	3	4	5	6
CLR-2	Examine the IT Professional service Agreements and Cloud services agreement	Level of Thinking (Bloom)	Expected Proficiency (%)	Expected Attainment (%)	PO1 - Business Environment and Domain Knowledge	PO2 - Critical Thinking Business Analysis, Problem solving and Innovation	PO3 - Global Exposure and cross cultural understanding	PO4 – Social Responsiveness and Ethics	PO5 – Effective Communication	PO6 – Leadership and Team Work
CLR-3	Explore the forces that shape IT consulting & the perspectives of IT organization.									
CLR-4	Learn the phases of Consulting process and sales Research delivery									
CLR-5	Practice Ethics within the consulting life cycle and to follow ethical decision making.									
On completion of this course the students should be in a position to exhibit the following learning skills:										
Course Learning Outcomes (CLO):	At the end of this course, learners will be able to:									
CLO-1	Understand the profession of IT consulting, IT consulting Framework and the contents of RFI, RFQ & RFT documents	1	60	60	M	H	H	M	L	M
CLO-2	Gain knowledge on Sample RFP document, IT Professional service Agreements and cloud services Agreement.	1	60	70	H	H	M	M	H	L
CLO-3	Envisage ideas on the forces that shape IT consulting and the perspective of an IT organization.	2	70	70	H	H	M	L	M	H
CLO-4	Learned analyzing the phases of consulting process and sales Research delivery	2	70	80	M	H	M	H	M	L
CLO-5	Appreciate the ethics within the consulting Framework and also the ethical decision	3	80	80	H	H	H	L	H	M

Duration (hour)		6	6	6	6	6
S-1	SLO-1	Know the types of Consulting	Learn the contents of RFP document	Learn 1990s Explosion of IT consulting	Understand consulting life cycle pre-sales	Learn ethics in Practice
	SLO-2	Understand IT Consulting Profession	Demonstration of sample RFP document	IT consulting Implosion in 2000	Learn the phases of consulting processes	Understand ethics within the consulting life cycle.
S-2	SLO-3	Learn IT Consulting skills	Discussion on sample RFP document	Understand the forces that shape IT consulting	Learn Entry & contracting	Learn ethical dimension
	SLO-4	Know the IT consulting Framework	Know the problem solving features of RFP	Learn the perspectives of IT Organization	Understand Data collection and Diagrams	Understand ethical Decision Making Models
S-3	SLO-5	Learn the contents of RFI documents	Learn IT professional service Agreements	Understand the perspectives of CIO	Learn the Feedback & Decision to act	Steps in ethical decision making process
	SLO-6	Learn the contents of RFQ documents	Example of IT professional service Agreements	Know the externalities impacting IT consulting	Learn Implementation	Learn the importance of Ethical standards
S-4	SLO-7	Learn the contents of RFT documents	Learn cloud services Agreement	Study the IT consulting in the future	Understand Extension, Recycle or Termination & Sales Research Delivery	Learn Preventive ethics
	SLO-8	Case Study on any one IT document	Case Study on IT service Agreements	Case Study in IT consulting	Case Study on Contracting	Case Study on Ethical Decision Making

Learning Resources	<ol style="list-style-type: none"> 1. Kenneth C. Laudon Carol Guercio Traver “E–Commerce”, 14th Edition, 2018, Pearson. 2. Russ, Henneberry “Digital Marketing for Dummies” Wiley, January 2017 3. S.J.P.T. JOSEPH “E–Commerce: An Indian Perspective” PHI, Edition, 2016 4. Gary P. Schneider “Electronic Commerce” Course Technology Inc.12th Edition 2017 5. Vandana Ahuja “Digital marketing” OXFORD HIGHER Education,3rd Edition 2017 6. Shivani Arora “E–Commerce” 2017, 1st Edition. <p>https://www.mbopartners.com/blog/how-grow-small-business/top-business-frameworks/</p> <p>https://rfp360.com/rfi-rfp-rfq/</p> <p>https://www.consultantsreview.com/ceoinsights/consulting-industry-in-india-prospects-challenges-vid-679.html</p> <p>https://infolific.com/technology/it-consulting/5-phases-of-consulting/</p> <p>https://research.ku.edu/sites/research.ku.edu/files/docs/EESE_EthicalDecisionmakingFramework.pdf</p>
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Learning Assessment											
	Bloom’s Level of Thinking	Continuous Learning Assessment (50% weightage)								Final Examination (50% weightage)	
		CLA – 1 (10%)		CLA – 2 (15%)		CLA – 3 (15%)		CLA – 4 (10%)		Theory	Practice
		Theory	Practice	Theory	Practice	Theory	Practice	Theory	Practice		
Level 1	Remember	30	0	40	0	30	0	30	0	30	0
	Understand										
Level 2	Apply	40	0	30	0	30	0	40	0	40	0
	Analyze										
Level 3	Evaluate	30	0	30	0	40	0	30	0	30	0
	Create										
	Total	100 %		100 %		100 %		100 %		100 %	

CLA – 4 can be from any combination of these: Assignments, Seminars, Tech Talks, Mini-Projects, Case-Studies, Self-Study, MOOCs, Certifications, Conference Paper, etc.

Course Designers		
Experts from Industry	Experts from Higher Technical Institutions	Internal Experts
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