**Consulting in Banking**

Prof. Stefano Monferrà

***COURSE AIMS AND INTENDED LEARNING OUTCOMES***

The course aims to introduce students to the world of consulting in the banking sector. The goal is to bring students closer to the workings and mindset of a consulting firm by exploring their business processes and operating methods through the study of typical banking sector topics. The envisaged classroom analyses and simulations make it possible to then apply this approach to concrete cases.

At the end of the course, students will be able to:

* Understand the operating methods and logic of a consulting firm;
* Develop a consultancy project according to the processes applied by consultancy firms in the banking sector;
* Analyse the main issues and problems of the banking sector normally subject to consultancy intervention;
* Develop and test their skills by creating a consulting project applied to banking issues.

***COURSE CONTENT***

* The logic and processes underlying consulting activities in the banking sector.
* The organisational structures of the main Italian consulting firms.
* Analysis of banking issues relevant to consulting (retail banking, regulation, private banking, etc ...).
* Preparation of group work and business cases.
* Case analyses and discussion.

***READING LIST***

The exam text will be communicated by the lecturer at the beginning of the course.

During the lectures, students will be provided with the materials needed to prepare for the exam, as well as teaching notes and handouts useful for specific parts of the programme.

***TEACHING METHOD***

Frontal lectures, guided practical work, business case development, seminars.

***ASSESSMENT METHOD AND CRITERIA***

A written exam lasting 1 hour and divided into open-ended questions (usually 6 with a maximum of 5 marks per question). The assessment will be based on the clarity and effectiveness of the student's presentation, the adherence of their answers to the question contents, their use of correct technical terminology, and the completeness of their arguments. No supplementary oral is envisaged. For further clarification, please refer to the indications on Blackboard.

***NOTES AND PREREQUISITES***

There are no specific course prerequisites; however, knowledge of the economics of financial intermediaries will prove useful. Documentation material integral to the course will be made available on Blackboard.

Information on office hours available on the teacher's personal page at http://docenti.unicatt.it/.