

**TOPIC TITLE: CONSULTATION SESSION****LEARNING OBJECTIVES:**

At the end of the topic session, the students should be able to:

LO1: Refine the strategic management paper after consultation with the instructor.

**MATERIALS/EQUIPMENT:**

- Computer
- LCD projector
- File (11 Consultation Session)
  - 11 Skills Checklist 1.pdf

**TOPIC PREPARATION:**

- The instructor must print **09 Task Performance 1**.

**PRESENTATION OVERVIEW:**

A. Introduction	10 min
B. Instructional Input <i>Consultation</i>	80 min
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Total duration	90 min

**TOPIC PRESENTATION:****A. Introduction**

1. Ask the students to submit their *Strategic Management Papers*. Tell the students that the given outline for the paper, from the company background down to the bibliography must be complete.
2. Orient each group that they have 20 minutes for the consultation. Tell each group that they may ask relevant questions for the improvement of their paper during their designated time only.
3. Conduct the consultation for each group. The instructor may call on each group based on their group numbers to establish an orderly manner of session.

## B. Instructional Input

### Consultation

1. Call on each group and check what they have accomplished for their paper. The portfolio must include the following:
  - Company Background
  - External Environment
  - Internal Environment
  - Corporate Level Strategies
  - Analysis of Strategic Factors
  - Strategic Alternatives and Recommended Strategy
  - Management Lessons Learned
  - Bibliography
2. Critique each output and provide comments for improvement during the consultation. Ensure the completeness of the outputs using **09 Task Performance 1**.
3. Encourage each group to revise their strategic management papers accordingly. Tell the students that there will be no grade for the consultation. Instead, the completed *Strategic Management Paper* shall be submitted during the culminating week of the program.
4. Remind the students to begin working on their slide presentations and be prepared for an oral defense, which will also be conducted during the culminating week.
5. Rubric for written report:

CRITERIA	PERFORMANCE INDICATORS	POINTS
<b>Company Background</b>	Wrote a concise and complete company background based on the provided guidelines	10
<b>Organization of Ideas</b>	Adhered to the correct outline and content was organized in a clear and logical manner	10
<b>Analysis</b>	All necessary research and analysis were provided in support of the statement of the problem	20
<b>Recommendation</b>	Proposed a well-thought and well-researched solution to the case	20
<b>TOTAL</b>		<b>60</b>

Rubric for oral report:

CRITERIA	PERFORMANCE INDICATORS	POINTS
<b>Delivery</b>	Holds attention of the entire audience with the use of direct eye contact; seldom looks at notes; and speaks with fluctuation in volume and modulation to maintain audience interest	10

<b>Organization of Ideas</b>	Provides clear purpose and subject, pertinent examples, facts, and/or statistics; and supports conclusions/ideas with evidence	20
<b>Audience Responsiveness</b>	Significantly increases audience understanding and knowledge of the topic; and convinces the audience to recognize the validity and importance of the subject	10
<b>TOTAL</b>		<b>40</b>