

## **Learners as Consultants: Knowledge Acquisition and Client Organisations-A Student as Producer Case Study**

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**Abstract :** As a theoretical and practical framework, this study uses the student-as-producer approach to learning in higher education, as adopted by the Lincoln International Business School, University of Lincoln, UK. Students as producer positions learners as skilled and capable agents, able to participate as partners with tutors in live research projects. To illuminate the nature of this approach to learning and to highlight its critical issues, the authors report on two guided student consultancy projects. These were set up with the assistance of two local organisations in the city of Lincoln, UK. Using the student as a producer model to deliver the projects enabled learners to acquire and develop a range of key skills and knowledge not easily accessible in more traditional educational settings. This paper presents a systematic case study analysis of the eight organising principles of the student-as-producer model, as adopted by university tutors. The experience of tutors implementing students as producers suggests that the model can be widely applied to benefit not only the learning and teaching experiences of higher education students and staff but additionally a university's research programme and its community partners.

**Keywords :** consultancy, learning, student as producer, research

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