

Consultancy Skills

"He who knows and knows that he knows, he is wise, so consult him,"

Solomon Ibn Gabirol ben Judah



What's different about this programme?

Today's organisations increasingly value the input of consultants to enable rapid, focused results to business issues. This is a fast-paced intensive programme to equip you to provide consultancy in your own professional discipline. The programme ties together up to date consulting theory with practical experience.

This programme is led by our Director of Training – Madeleine Allen. Having set up and run two successful consulting businesses herself, and previously a Director of PricewaterhouseCoopers, one of the world's largest management consultancy organisations, Madeleine brings over 20 years of consulting experience with clients both large and small, and shares her real-world tips and techniques with you.

The benefits

- A highly interactive, real world case-study based programme
- A simple, effective process for engaging with your clients
- A formula for building on and repeating your consultancy successes
- A 5-point programme for consultants to ensure maximum value to themselves and their clients
- Many additional hints, tips and techniques to take away with you

What will the course cover?

By the end of the training you will know how to:

- Build productive client relationships
- Follow a proven consultancy life-cycle
- Use project management principles to plan, start, run and close the project
- Build and present a compelling business case for your proposals and solutions
- Use practical and creative techniques for diagnosis, analysis and problem-solving
- Promote your expertise effectively
- Understand who your stakeholders are, analyse their needs, and manage communications with them for best results
- Overcome resistance to change
- Leverage your work to win greater benefits for you and your clients
- Operate within appropriate ethical boundaries

Who should attend?

This course is aimed at people from all disciplines who provide their knowledge and expertise on a consultancy basis.

This programme is relevant both to in-house consultants, and to those providing consultancy to external clients.

If you want to deliver highly effective consultancy, you will benefit from this programme.

"Fantastic experience, which will change the way I do my job, both as a consultant and manager."

Mark McVey – Hays

"Gives a good and wide view and introduction to the art of consultancy."

Eddie McCluggage – Standard Life Investments

"It provides a simple yet logical methodology to consider before meeting prospects."

Graeme Powrie – Pilotlight Scotland

Course duration: 3 days

Public Course Price: £785 plus VAT

This course is also available as a tailored in-house course. Prices are available upon application

For more information, please contact:

Madeleine Allen
Allen Training Associates
One St. ColmeStreet
Edinburgh
EH3 6AA

0845 094 2490

madeleine@allentraining.co.uk
www.allentraining.co.uk