



Consulting Skills Programme

Why buy consulting skills training?

We know from recent research (source: CSC Index/AMA Survey) that 41% of change projects fail and that of the 59% that 'succeed' only half meet the expectations of the CEO. Internal consulting skills are becoming a core competence of many organisations that recognise the importance of being able deliver the maximum business benefit from their change programmes.

Who is this programme for?

- Internal consultants
- Change agents

What does it consist of?

A generic consulting process consisting of six stages:

- Building internal relationships
- Agreeing the requirement
- Assessing the need
- Designing the solution
- Constructing the solution
- Implementing the solution

Within each of these stages we teach current best practices and provide relevant tools and techniques. This is a 3 – 5 day programme.

How do we teach it?

- We use an inter-active training style
- All skills are practised through the use of a realistic case study that will be designed and customised to the requirements of your company
- We provide continuous feedback to monitor progress

What If?

If you were to incorporate this programme you would be confident of developing the internal consulting capability of your organisation, not only to deliver the full business benefit of any change initiative but also to potentially reduce the dependency you currently have on external consultants.

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