

# THE PROFESSIONAL CONSULTANT

Face-to-Face Course Led by World Class Practitioners



Advanced Management Skills



*Dear Participant,*

The ability to create value and deliver change has become a 'must have' in these challenging times. This course enables you to transform organisations through world-class consulting frameworks.

This course enables you to work towards professional qualifications in consultancy. These are the Levels 5 & 7 Award & Certificate in Professional Consulting. This course is also one of 3 x 3-day courses leading towards the Levels 5 & 7 Diploma in Professional Consulting and the Certified Management Consultant (CMC) qualifications.

Please call me on +44 20 8883 1423 to discuss your specific requirements.  
**Laura Robertson, Course Director**

## 3 Day Course at the: Institute of Directors

116 Pall Mall, London SW1Y 5ED  
(Near Charing X Station)

### Course Timings (all 3 days):

09.30 Start

17.00 Close

Lunch & Refreshments Included.

### 3-DAY PROGRAMME

#### Day 1. Core Consulting Frameworks:

- The consultancy cycle and profession
- Managing clients and their expectations
- Scoping & developing consultancy briefs
- Core analytical frameworks
- Key strategies for stakeholder management

#### Day 2. Problem Solving Tools & Techniques:

- Consultancy research & data management
- Dealing with incomplete information
- Core consultancy tools & techniques for:
  - Policy and strategy
  - Organisational development & HR
  - Performance management
  - Quality management
  - ICT projects
  - Productivity (including lean operations)
  - Risk management
- Innovation and creative problem solving
- Option appraisal
- High impact reports & presentations

#### Day 3. Achieving Results:

- Change management tools & techniques
- Developing effective partnerships
- Benefits realization
- Securing continuous improvement
- Rescuing stuck or failing projects
- Consultancy practice development
- Developing your career as a consultant
- Consultancy qualifications

### KEY BENEFITS

#### Comprehensive Delegate Pack:

- Complete set of course notes
- Electronic consultancy process templates
- Copies of interactive workshop records
- Access to our evolving knowledge base

#### Client Management Skills:

- Techniques to rapidly build credibility
- Persuading and dealing with difficult clients
- How to run problem solving workshops
- Professional networking

#### Tools and Techniques:

- World-class consultancy process model
- Techniques for developing strategy & policy
- Organisational development frameworks
- Methods to boost productivity & quality
- Creative problem solving techniques
- Approaches to consultancy fact finding
- Change management frameworks

#### Real Consultancy Case Studies & Examples:

- Corporate strategy
- Competitive strategy
- Outsourcing
- Strategic marketing
- Process re-engineering
- Asset investigations
- Service reviews
- Financial analysis
- Accommodation reviews
- Restructuring
- DIP / workflow
- Mobile working
- Major ICT projects
- Feasibility studies
- Lean services
- Start-ups
- Option appraisals
- Venture capital
- Joint ventures
- Social enterprises
- Project rescue
- Turnarounds

### LEAD TUTOR



**Mark Law**

MSc CEng FIMechE  
FCMC MCIM TVM

Mark is a seasoned strategy & general management consultant:

- London Business School
- Big 6 consultancy clients
- Private & public sector clients
- £550m+ in client value added
- £220m+ venture capital raised
- CEO / Board level experience
- Expert team facilitator
- Consults in numerous industries
- Pioneered new OD techniques
- Complex projects & programmes
- Consults, trains and facilitates

Mark started his career in oil field exploration with Schlumberger in the North Sea, Adriatic and Mediterranean. He is a Chartered Engineer, Chartered Marketer and a Certified Value Practitioner.

Mark's LinkedIn profile can be viewed at <http://www.linkedin.com/in/marklaw>

### SOME CLIENTS



Visit <http://amskills.com/reviews/> to view the many outstanding testimonials for this course.

### Our Unique Consulting Courses:

- Led by Mark Law, a highly qualified practicing professional consultant. Visit <http://uk.linkedin.com/in/marklaw> for Mark's professional profile & recommendations.
- Feature real-world case studies and examples of best professional practice
- Designed to optimise your professional consulting career journey

### How to Book Onto Our Courses (Face-to-Face or Online):

- Click the following link: <http://amskills.com/>
- From menu click Booking Forms => Consulting Courses & select your preferred dates for each module via check boxes
- Fill in your details as required by the form and click 'Submit'

### Course & Qualification Fees:

- Course fee per participant is £1,295 + VAT = £1,554.00
- Level 5 or 7 Award or Certificate in Professional Consulting £250 + VAT = £300.00
- 1<sup>st</sup> of 3 x 3-Day courses leading to the Level 5 or 7 Diploma in Professional Consulting



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Visit our web site at [www.amskills.com](http://www.amskills.com)