

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 £1,500 + VAT = £1,800.00
- Level 5 or 7 Certificate in Professional Consulting £450 + VAT = £540.00
- 1st of 3 x 3-Day courses leading to the Level 5 or 7 Diploma in Professional Consulting



Advanced Management Skills. 4 Onslow Gardens. London N10 3JU Tel +44 20 8883 1423

Visit our web site at www.amskills.com