

# THE PROFESSIONAL CONSULTANT

Live Online 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 interactive 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 online 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**

**Immediate Start Available!**

email [laura@amskills.com](mailto:laura@amskills.com) for full details.

**Course Timings:**

Online webinars schedule agreed with Participants.

## COURSE PROGRAMME

### 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

### 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

### 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 online 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 <https://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 Online Courses:

- Please call Laura on +44 7956 652 977 to book your place

## Course & Qualification Fees:

- Course fee per participant is £1,500 + VAT = £1,800
- Level 5 or 7 Certificate in Professional Consulting £500 + VAT = £600
- 1<sup>st</sup> of 3 x online 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](http://www.amskills.com)