



CONSULTING CAPABILITIES

COURSE DURATION	3-4 days
BATCH SIZE	Maximum 20 participants

A. COURSE OBJECTIVES / DESCRIPTION

This workshop is a bootcamp for consulting professionals where they can sharpen these capabilities and learn 'the easy way' all the synthesized tips and guidelines which we learnt 'the hard way' – through years on-the-job in delivering consulting engagements across multiple clients and industries.

B. WHO SHOULD ATTEND

Consultants and Analysts in Consulting Firms; personnel in services firms whose role requires them to act in a consultative capacity with their clients / stakeholders.

C. COURSE CONTENT

Sec	Module	Day	Description
	Course Introduction	1	Context setting; introductions; participant expectations; course objectives, sources of value to end clients; why consultants; course methods, schedule and rules
1	Structured Thinking & Problem Solving	1	Problem definition; Problem Structuring & Solution Generation; Solution Evaluation; Solution Development; Case Work
2	Structured Communication	2	The importance of structure in communication; The Pyramid Principle; Communication approaches
3	Effective Presentations	2	Concepts and activities to enhance effectiveness of presentation (both creation and delivery)
4	Managing Projects	3	Managing the Project Lifecycle (Set-up, Planning, Execution, Control and Closure); Managing Project Quality; Managing Risks
5	Managing Clients	4	Understanding Clients; Client Expectations; Managing the Client Interaction; Effective Client Communication
	Course Wrap-Up	4	Learning summary; Key action points; Course feedback and closure.