



ZING365
Learning without limits

CONSULTANCY SKILL

WHAT WE WILL COVER

- What is consultancy?
- Understanding client needs using diagnostic skills and analytical tools
- Stakeholder analysis and management
- Considering solutions, costs and returns on investment
- Important ways for you to 'add value'
- How and when to use 'Expert' and 'Process' modes
- How to gain client commitment to action
- Engaging business teams in the change process
- How to overcome inertia and maintain momentum
- Assessing your projects Critical Success Factors

SUMMARY

This highly course will boost your consulting skills and dramatically improve your ability to get things done right, fast and first time.

The workshop is designed to help those with little or no prior consulting experience and will enable you to employ a range of skills and techniques to consult with clients and deliver solutions.

OBJECTIVES

By the end of this course you will;



Understand how to build highly productive working relationships with internal and external managers and clients



Gain a broader business perspective and speak the high-impact business language of your stakeholders



Overcome resistance and build lasting commitment to action



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