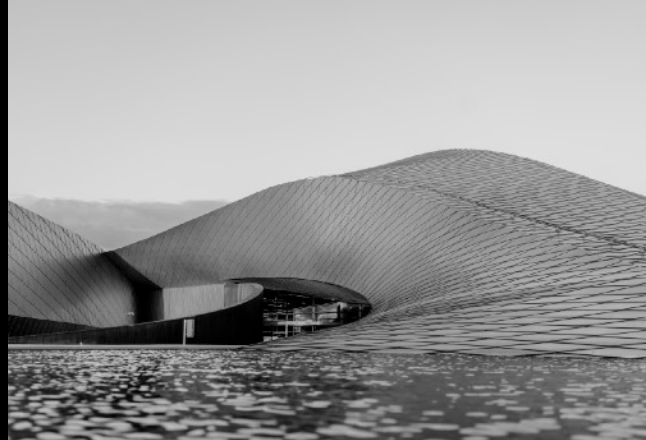


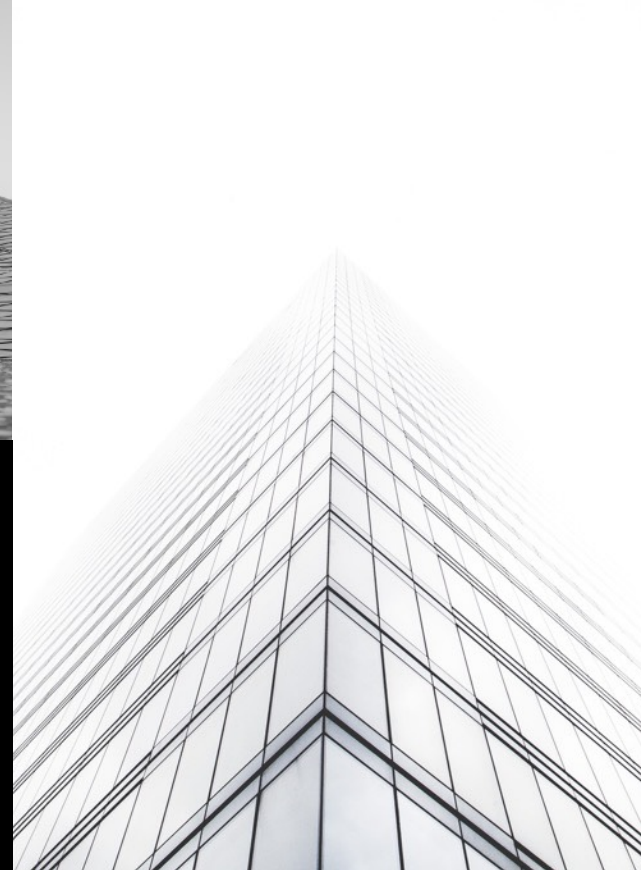
TARGET AUDIENCE

- Pre-sales staff
- Solution Architects
- Project Managers
- Consultants
- Sales and Account Managers
- And more...



SKILLS DEVELOPED

- Interact confidently with senior clients
- Leverage business intelligence
- Learn to identify new opportunities
- Develop a pre-sales strategy
- Manage political agendas
- Formulate a business case
- And more...



STRUCTURE

DAY 1: FRAMING THE OPPORTUNITY

- The role of a lead consultant
- Understanding the client's business
- Identifying business opportunities
- Analyzing requirements

DAY 2: DEFINING THE SOLUTION

- Engaging the senior stakeholder suite
- Dealing with conflicting agendas
- Formulating a business proposition
- Building a business case

DAY 3: SECURING COMMITMENT

- The variables of competition
- Presenting a business proposal
- Addressing client concerns
- Contracting and negotiation

FOR INFORMATION TECHNOLOGY PROFESSIONALS

ADVANCED CONSULTING SKILLS

Advanced Consulting Skills is the second step in our consulting skills curriculum. The workshop develops experienced professionals into a lead consultant role able to assume key responsibilities in pre-sales engagements. Placing a great emphasis on business skills participants will learn how to direct consulting activities, explore business opportunities, manage senior client interactions and demonstrate a strong level of partnership.

Participants will collect, analyze and validate requirements, manage competing stakeholder agendas, formulate solution proposals and work to secure proposal acceptance from a senior client stakeholder group.

The workshop is highly interactive and combines a rich mix of discussions and business simulations, both to challenge participants and to demonstrate industry best practice. It is delivered on-site by an experienced consulting practitioner for a maximum of 15 participants.

REQUEST FULL DESCRIPTION