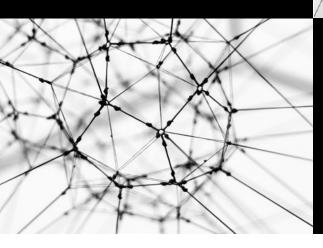
TARGET AUDIENCE

- Senior Consultants
- Pre-sales Staff
- Account Managers
- Project Managers
- Solution Architects
- Senior Service Engineers
- And more...



SKILLS DEVELOPED

- Manage senior stakeholder interactions
- 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

CONSULTING FUNDAMENTALS

DAY 2

ANALYTICAL TECHNIQUES

DAY 3

FRAMING THE BUSINESS OPPORTUNITY

DAY 4

DEFINING THE SOLUTION

DAY 5

SECURING COMMITMENT



INTENSIVE CONSULTING SKILLS

Intensive Consulting Skills is a fast-track workshop designed for staff who require rapid development of consulting skills for immediate use in strategic pre-sales engagements. It combines modules from our Consulting Skills and Advanced Consulting Skills workshops into a compressed 5-day format.

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

