

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

FOR INFORMATION TECHNOLOGY PROFESSIONALS

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

www.spconsulting.se

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