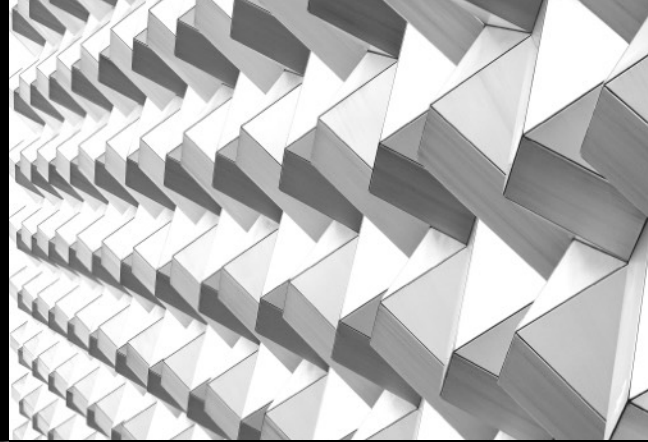


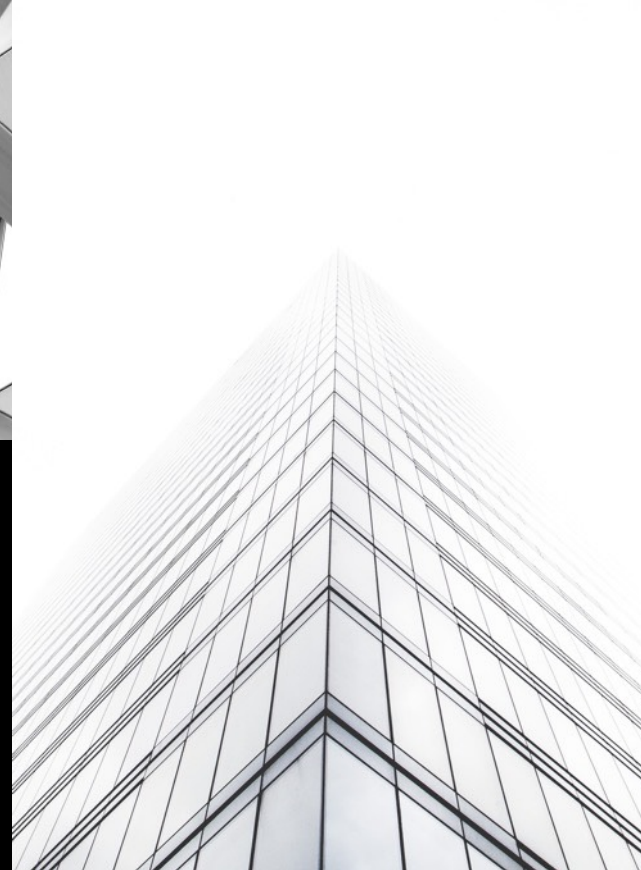
TARGET AUDIENCE

- Business Support Staff
- Internal Consultants
- Financial Controllers
- HR Business Partners
- Communications representatives
- And more...



SKILLS DEVELOPED

- Apply a consultative approach
- Manage stakeholder expectations
- Demonstrate credibility as an 'expert'
- Define requirements and scope
- Deal with obstacles and resistance
- Build, present and defend arguments
- And more...



STRUCTURE

DAY 1: CONSULTING FUNDAMENTALS

- The internal consultant role
- Preparing to consult
- Managing conflicts and issues

DAY 2: CLIENT ENGAGEMENT

- Meetings and interactions
- Dealing with resistance
- Developing a proposal
- Delivering the service

DAY 3: ANALYTICAL TECHNIQUES

- Defining project scope
- Building an argument
- Presenting a complex argument
- Defending an argument

FOR BUSINESS SUPPORT FUNCTIONS

CONSULTING ESSENTIALS

Professionals working within business support functions such as human resources, finance and communications play an important role as internal consultants, interacting with business stakeholders on a daily basis.

The objective of this workshop is to equip participants with a set of well-developed consulting skills to increase their impact and leverage. The workshop approach combines a rich mix of discussions and business simulations to both 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