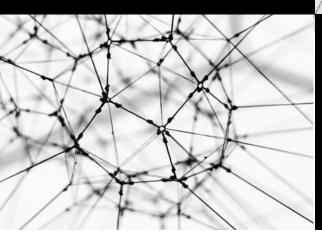
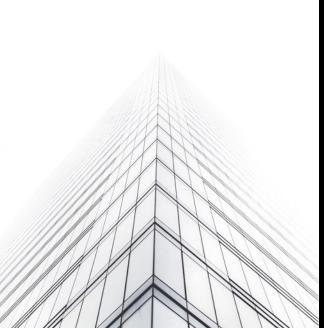
## TARGET AUDIENCE

- 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 & CLIENT MANAGEMENT

DAY 2

SCOPING, ADVICE & ARGUMENTATION

DAY 3

FRAMING THE 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** 

