

## 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**