



Consultancy Skills

Business Needs

Consultants come in all shapes and sizes, and with many definitions of the role. One of the most straightforward definitions describes a consultant as someone who “provides services of analysis and identification, problem solving, issue clarification, information and action”*. Whatever the definition few would argue that these skills are not critical to any organisation coping with a multitude of challenges ranging from economic cycles to competitive pressures, regulation and increased customer expectations.

Solution

Two 1 day facilitated workshops with 8 weeks on-line coaching and facilitation pre, in-between and post workshops. This programme includes the completion of a consultancy project within a sponsor organisation identified with arena4management.

Key Features:

- Unlimited access to on-line materials for increased knowledge and skills
- Unlimited access to the on-line community and network
- Expert on-line content input, coaching and facilitation
- Dedicated learning journey to support participants and to support managers coaching participants
- Two 1 day fully facilitated workshops
- Completion of a consultancy project in small teams to put the theory into practice
- Comprehensive face to face feedback to all delegates using a range of tools

Benefits

- Improved capability in the use of consultancy frameworks and tools (internally and externally)
- Improved self awareness of the impact of delegates on customer/clients
- Increased self confidence in the use of consultancy tools
- The opportunity to use a variety of tools in a safe environment
- The opportunity to implement learning from the programme on return to work

Cost

£895 per person or £1500 for two delegates (in-company programmes available)