



## **International Management & Business Consultants**

### **Seminar: Consultancy and Assignment Skills**

This seminar will strengthen the analytical and front-line delivery capability of those who already have some exposure to consultancy activities and need to sharpen their practical skills base. It will also develop the skills of technical staff moving into more proactive consultancy roles. The seminar achieves this through a mixture of instruction, case studies and group exercises.

#### **Seminar objectives – To help you:**

- set the issues in a problem-solving context
- win and hold client involvement and commitment
- deliver the right solutions and outputs

*"A good first step in analysing our position to tackle the problems"*

*"Very useful to know bad practices to avoid"*

#### **Seminar benefits – Attendees will be able to:**

- be more effective in the delivery of consulting services
- keep the client aspects in sharper focus
- have confidence in applying new consulting skills

*"Very clear explanations, comprehensive theories, very good content!"*

*"Clear course, useful reference materials"*

#### **Seminar Programme**

We have developed a series of modules which can be adapted and slotted together to meet the particular requirements of your company or organisation for delivery over one or two days. The modules include:

- Defining the Project
- Technical and Management Frameworks
- Planning the Implementation
  - What type of problem?
  - What are possible solutions?
  - Using our Toolkits
- Working with the Client
- Refining the Deliverables
- Concluding the Assignment

For more information or to discuss your specific training requirements please email [acronin@giclimited.com](mailto:acronin@giclimited.com)