

MANAGEMENT CONSULTING SKILLS

Overview

This acclaimed three day programme provides professionals in specialist positions and those embarking on a consulting career the essential frameworks, processes and tools to engage effectively in the critically important world of management consulting. The professional consultant, either working internally within the organisation, or externally providing services to the organisation, is often the key to the change necessary for organisational survival and growth. The consulting cycle and process is critically explored, with the application of associated strategy, behavioural and other technical skills, models and tools that are invaluable to the consultant's professional tool-box.

Duration

Three days

Outline

The following topics are covered on the Management Consulting Skills Programme:

1. The Consulting Cycle
2. Assessment of Consulting Experience
3. Consulting Styles
4. Client Types
5. Influence of Organisational Culture
6. Consulting Pitfalls
7. Strategic Partnering Conversations
8. Scoping Change Projects
9. Opportunity Assessment
10. Organisational Growth, Sustainability & Resilience
11. Making Change Happen

Approach

The programme is a hands-on review of the management consulting process. It explores the processes, models and tools essential to the professional internal or external consultant through discussion, personal reflection, case study review and video-based situation analysis. Delegates receive a comprehensive set of reference materials as a management consulting guide.

Outcomes

On completion of this programme, the participant will be better equipped to:

1. Understand and apply management consulting processes, frameworks and tools
2. Engage effectively in a strategic partnering conversation of relevance to the organisation
3. Identify and address client and organisational types

4. Identify the appropriate consulting styles
5. Scope out a change project
6. Address latest trends and challenges facing organisations
7. Avoid consulting pitfalls
8. Identify opportunities through appropriate assessment
9. Influence strategic decision-making
10. Implement change

Why IC Growth Group

The IC Growth Group has been providing executive development programmes for over a decade, in association with leading business schools. All IC Growth Group programmes include the best of business school teaching and thinking, and go further in customisation and relationship management, with options for related strategic insights research and change interventions. IC Growth Group short programmes, with business school partnerships, offer certificates of attendance on completion. Further, delegates who wish to obtain a university-issued certificate of competence on this topic can do so by successfully completing an assignment set by the lecturers after the programme.

Lecturers & Facilitators

The IC Growth Group has a highly experienced and expert faculty, all of whom are seasoned business school educators, researchers and professional consultants. Please visit our website, at www.icgrowth.co.za to view the CV summaries of our Forum of lecturers and facilitators.

The Management Consulting Skills Programme is devised and led by Dr Grant Sieff & IC Growth Group Faculty. Variations of this programme have been offered around the world to great acclaim.

Business School Accreditation

Upon approval, certificates of attendance from Rhodes Business School, Rhodes University, are offered to all those completing this programme. The programme is delivered at NQF Level 6.

Certificate of Competence Option

Rhodes Business School also offers the option for delegates to obtain a certificate of competence for this programme, on completion of a written assignment that receives a passing assessment by the lecturer, following the attendance of the programme.

Programme Pricing 2012

Open programme

If this programme is offered as an open programme, where delegates may enrol from more than one organisation, the following fees apply (open programmes only run with a minimum of 12 delegates enrolled):

Single enrolment: R10,500

Two or more enrolments from 1 organisation: R10,000 / delegate

The fee includes catering during the programme and course-packs and materials.

In-company

If this programme is run for your organisation on an in-company basis, the following fees apply (excluding VAT):

For the first 10 delegates – R95,000

For additional delegates from 11 to 15: R7,500 per delegate

For additional delegates from 16 to 20: R7,000 per delegate

For additional delegates from 21 to 35: R6,500 per delegate

A maximum of 35 delegates is advised for this programme.

The programme fee includes an allowance for some customisation of the programme to address organisation needs and circumstances. The fee also includes the cost of course-packs and materials.

The organisation is responsible for the venue, equipment, catering, and travel and accommodation for out of town lecturers.

IC Growth Group Workshop Option

Should you be interested in running a workshop or consulting intervention for your organisation on the topics covered in this programme, please ask us about our competitive pricing to customise an approach that addresses your specific needs. University certificates are not issued with the workshop option, unless it runs as an in-company programme, as defined above.

Open Programme Application Form

Please complete an application form for each individual delegate. For in-company programmes, please contact us using the contact details below.

Short Course/Public Programme Application

Surname :

Names (Full Names) :

Title :

Personal Details

Gender :

Home Language :

SA Identity Number/ Passport No :

Address :

Postal Address :

Contact Number/s :

Email Address :

I hereby certify that the information provided in this contract is accurate and complete in all respects. I will ensure that payment in full is made before the commencement of the programme. Please fax/email application & proof of payment to 021 465 5722/ Shariefa@infochoice.co.za

Signature of Applicant

Date Signed.

Contact us

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