



Diploma of Consultancy Programme

Introduction

Are you an experienced consultant looking to continue your professional development and be at the forefront of current consultancy practice? The Diploma of Consultancy has been designed and developed to suit the needs of experienced internal or external consultants. Through mentored assessment, this flexible, workplace-based programme provides consultants with a practical vocational qualification. The Diploma of Consultancy is nationally accredited in Australia by the Australian Skills Quality Authority, and endorsed by both IMC Australia and IMC New Zealand. A minimum of five years' consultancy experience is normally a programme pre-requisite. The programme aligns closely with the international Certified Management Consultant (CMC) Competence Framework 2013 (International Council of Management Consulting Institutes, 2014).

Overview

Graduates of this programme will acquire and confirm a wide range of practical consultancy skills and gain valuable insights into the key characteristics of successful consultants. Graduates will develop and demonstrate their skills in areas including: team, client and stakeholder relations; market and trend analysis; effective communications; problem solving; and the development and implementation of innovative business solutions. The Diploma of Consultancy is comprised of eight units of competence.

Content

- 1 Determine consultancy prospect needs and expectations:** Establish prospect expectations; analyse prospect needs; and present brief for approval.
- 2 Prepare consultancy proposal & gain approval:** Prepare and present proposal; conduct proposal negotiations; and gain approval.
- 3 Prepare consultancy intervention plan:** Develop information and resources; prepare, discuss and finalise plan; and gain approval for plan
- 4 Implement consultancy intervention plan:** Initiate intervention; implement the plan; monitor and report progress; manage change and communication; and manage stakeholder interactions.
- 5 Finalise consultancy intervention:** Supply deliverables and acceptance; close administrative requirements; and review intervention.
- 6 Manage consultancy practice marketing:** Identify and analyse opportunities; market consultancy practice; and support client relationships.
- 7 Manage resources of a consultancy practice:** Manage self and stakeholders; and implement practice information requirements.
- 8 Manage planning and operations of a consultancy practice:** Review practice operations; contribute to, monitor and review strategic plan; support application of financial guidelines; and monitor financial activities.

Further details

Facilitator	Tony Simmonds CMC (Australia)
Delivery organisation	Interlink Technology Pty Ltd
Length	Highly flexible – up to several months as agreed
Target	Experienced internal and external consultants
Requirements	5+ years consultancy experience
Location	Workplace-based – Skype/email
Delivery mode	1:1
Group size	N/A
Course availability	Continuously available
Assessment	Includes workplace observation, testimonials & documented evidence
Accreditation	Australian Skills Quality Authority accredited vocational qualification
Any other endorsement	IMC New Zealand (also endorsed by IMC Australia)
Certification	IMC New Zealand and Interlink Technology Pty Ltd
Fees	Members: A\$4,200 (plus any PayPal/bank charges – no GST) Non-members: A\$4,800 (plus any PayPal/bank charges – no GST)
Alternative modes	N/A
Enrolment and further information	Full online brochure from ITPL website at http://www.itpl.com.au/wp-content/uploads/ITS-Diploma-of-Consultancy-Brochure.pdf For more information or enrolment contact John Stringer ITPL Training Coordinator at info@itpl.com.au or telephone +61 408 729 507
IMC contact information	Institute of Management Consultants NZ PO Box 273 Auckland 1140 New Zealand Tel: +64 9 827 7266 Email: info@imcnz.org Web: http://imcnz.org
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