



## Essentials of Management Consulting Face-to-Face Course

### Introduction

Are you a practicing management consultant pursuing the Certified Management Consultant (CMC) designation? Are you a CMC looking to update your existing knowledge and skills and deliver superior value to your clients? Or are you considering consulting as a career move? Taught by one of Canada's leading management consultants and trainers, this intensive programme will teach you a quality repeatable process, and enable you to develop the skills, methodologies and tools that you need. As well as this face-to-face Essentials of Management Consulting course, an online 3 month version is also available; those new to the consulting profession may wish to consider taking the online version as additional time is spent preparing full consulting report deliverables for each stage in the consulting process based on the case study.

### Overview

This course covers tools and techniques used by professional management consultants in undertaking client interventions, plus core additional skills around client communications, change management and teamwork. This programme covers most core elements of the Certified Management Consultant (CMC) Competence Framework 2013 (International Council of Management Consulting Institutes, 2014).

### Content

The course comprises of a half-day self-study advance preparation course which contains six modules. This is followed by an intensive interactive in-person workshop, over three consecutive days, designed to work through the five stage consulting process, introducing key activities, methodologies and tools associated with each stage in the process. A number of break-out activities have been designed to help participants discuss and apply key concepts in each stage using a case study that has specifically been developed for this programme.

1

**Winning and initiating the assignment:** Covers how successful consultants win and begin assignments. Experience shows the first steps can make or break client engagement.

2

**Diagnosing the problem:** How to diagnose the problem(s) and build a foundation for client commitment to act on your findings.

3

**Action planning and implementation:** How to develop solutions for your client's problems and win client approval to implement your recommendations.

4

**The importance of effective project transition and termination:** Learn the key activities to close an assignment and win future follow-up business.

5

**The client consultant relationship:** Great consulting is collaboration between consultant and client; making that work requires strong interpersonal skills and a professional process that can be learned and managed through the consulting process and interactive case study simulation used in this programme.

6

**How to manage change and your client's capabilities:** This is an inherent part of management consulting. Consultants always introduce change as part of their consulting assignments. How you assess, nurture and build client capabilities will be the determinant of your success or failure.

## Recommended text

While not essential, Management Consulting: An Introduction to the Methodologies, Tools and Techniques of the Profession Australian and New Zealand edition (available from IMC Australia) is a recommended textbook for this programme.

## Further details

<b>Facilitator</b>	Kevin Schwenker FCMC (Canada)
<b>Delivery organisation</b>	Schwenker & Associates
<b>Length</b>	3 days plus half-day advance study course
<b>Target</b>	New and experienced consultants (incl. internal) Note: Those new to the consulting profession might consider taking the online version of Essentials of Management Consulting over the face-to-face one, as additional time is spent on the case study.
<b>Requirements</b>	N/A
<b>Location</b>	Auckland and/or Wellington
<b>Delivery mode</b>	Interactive classroom-based
<b>Group size</b>	Limited to 20 people
<b>Course availability</b>	Annual or biennial
<b>Assessment</b>	Satisfactory completion of course requirements, and 70%+ achievement in individual final test
<b>Accreditation</b>	IMC and CMC-Canada
<b>Any other endorsement</b>	N/A
<b>Certification</b>	IMC New Zealand
<b>Fees</b>	To be announced Note: Reduced fee applies to all IMC NZ members and not just to those with the MIMCNZ/CMC designation i.e. includes associate, affiliate, accredited consulting practice, and Corporate Affiliate members.
<b>Alternative modes</b>	N/A
<b>Enrolment and further information</b>	Iain Matheson (IMC NZ Council) <a href="mailto:iain@mathesonassociates.co.nz">iain@mathesonassociates.co.nz</a>
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