

Instructor
Kevin Schwenker,
FCMC



Kevin brings 30 years and on-going practice experience to his role as a qualified National Trainer for CMC-Canada. Kevin trains and delivers professional development workshops to audiences of management consultants in Canada, the USA and around the world.

He led the team that wrote *Management Consulting – An Introduction to the Methodologies, Tools & Techniques of the Profession* and delivered the web-based *Essentials of Management Consulting* to North-American and international participants for over a decade until 2014.

He began delivering the classroom-based *Fundamentals* in 2009. For years he has run workshops and coaching sessions for those pursuing the CMC designation and his class has been a “must attend”.

Kevin earned his CMC in 1991 and was awarded a Fellow CMC in 1999. In 2013, he received a Golden Jubilee Award from CMC-Canada for his extra-ordinary leadership and service to the profession in Canada.

A HIGHER LEVEL of
management consulting



Un NIVEAU SUPÉRIEUR
de conseil en management

The Fundamentals of Management Consulting

WELLINGTON 15-17 March 2017: University of Otago Wellington Conference Centre, 23A Mein St

AUCKLAND: 20-22 March 2017: CDL Insight Consulting Training Room, 81 Grafton Rd

Are you a practicing Management Consultant and looking to sharpen your skills? Looking for a career in Consulting? Do you have the complete confidence that a program such as this can offer you, as you present yourself to potential clients or employers?

This intensive 3-day workshop - taught by one of Canada’s leading consultants and trainers - will give you a quality repeatable process, the skills, methodologies and the tools you need.

Special Bonus Resource Kits—Unique to this workshop, each participant will get a set of *consulting templates and resources* which will continue to add value for years to come. It includes all of the things that we wish we’d been given when we were starting out—and more.

***Tools to help you win business and get immediate traction with the new assignment**

***Diagnostics, creativity, decision making, implementation and project management** — more than 60 common tools used by practicing management consultants

***Communications, Change Management and Team building resources, key elements in all assignments**

***Reference Text (optional, at additional charge)** — a collection of the best of the profession—leading expert advice on process and keys skills for consulting success edited together in one volume.

Register now as space is limited. To ensure a top quality experience for all, the number of participants will be limited and registration is on a first come first serve basis. **IMC NZ member cost is C\$1,485** each (approx. NZ\$1,575) + booking fee; **non-IMC NZ member cost is CA\$1,875** (approx. NZ\$2,000) + booking fee. Events are not catered. **To book and get Eventbrite link for payment, or for more information, please email Kevin Schwenker at kschwenk@eastlink.ca**

The Fundamentals of Management Consulting

WELLINGTON 15-17 March 2017: 3 Full days (8am – 5pm daily)

AUCKLAND: 20-22 March 2017: 3 Full days (8am – 5pm daily)

These three value packed days (+1/2 day of advance self-study) are chock full of learning, application, tips and templates. An exposure to the major methods and practices with a strong focus on everyday “how to” from a practicing consultant with three decades of experience.

Here’s what we cover:

- 1. Winning and Initiating the Assignment** — *we cover how successful consultants win and begin assignments. Experience shows that those first steps can make or break a client engagement.*
- 2. Diagnosing the problem** — *how to diagnose the problem(s) and build a foundation for client commitment to act on your findings - if you don’t get the diagnosis right, nothing else matters!*
- 3. Action Planning and Implementation** — *how to develop solutions for your client’s problems and win client approval to implement your recommendations.*
- 4. The Client Consultant Relationship** — *great consulting is a collaboration between consultant and client. Making that work requires strong interpersonal skills and a professional process that can be learned and managed.*
- 5. 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.*

BONUS FEATURE: *As an added bonus with this program – participants will receive a resource kit that includes tools, techniques, templates and other valuable resources that you can immediately apply in real assignments for each step in the consulting process, as well as for Teamwork, Communications and Change Management!*

*In today’s world, clients are looking for consultants who can quickly and reliably deliver real and concrete results. With this training, the bonus resources, and the processes you will learn to apply, **you will have practical skills and abilities to deliver professional results consistently.***

Participants in this program will receive a Certificate of Completion from **CMC-Canada and IMC New Zealand.*

Register now as space is limited. To ensure a top quality experience for all, the number of participants will be limited and registration is on a first come first serve basis. **IMC NZ member cost is C\$1,485** each (approx. NZ\$1,575) + booking fee; **non-IMC NZ member cost is CA\$1,875** (approx. NZ\$2,000) + booking fee. Events are not catered. **To book and get Eventbrite link for payment, or for more information, please email Kevin Schwenker at kschwenk@eastlink.ca**

The Fundamentals of Management Consulting

WELLINGTON 15-17 March 2017

AUCKLAND: 20-22 March 2017

5 reasons to enrol in the Fundamentals of Management Consulting Workshop

Here is why our past participants think you should enroll in the workshop:

1. More confidence with clients and assignments

I wish that I had taken this course two years ago, when I was starting out in consulting - it might have saved me some grief on a couple of contracts. All-in-all an outstanding platform from which to launch the next phase of my consulting career. *~Rory Kilburn, RGK Consulting*

2. A quality repeatable process

I'd highly recommend this course to professionals interested in polishing skills, or those seeking new approaches and a quality repeatable process which allows them to apply fresh eyes to their existing disciplines. It's an exceptional three-day course, which covers consulting tools and techniques applicable to any business. *~Jeff Gaudet, President, Hawk Communications*

3. Immediately applicable new tools and skills

The tools acquired in this course can be applied in any assignment and at any level. Extremely relevant and immediately applicable. I continue to rave about the course and use the concepts each day. *~Mohammad Moosani, Bank of Montreal*

4. Worthwhile and applicable, even if you have a lot of experience

Many have heard me speak enthusiastically about becoming a Certified Management Consultant and how one specific course I took changed my professional life forever as it clearly provided me the tools to become a true management consultant regardless of my extensive background and technical expertise. *~Pierre Battah, CMC, Battah Associates*

5. Have fun while learning!

Kevin will be sure to keep you entertained and energized throughout the workshop. He's an exceptional facilitator." *~ David Nicholson, Nicom IT Solutions Inc.*

So why not enroll?

Register now as space is limited. To ensure a top quality experience for all, the number of participants will be limited and registration is on a first come first serve basis. **IMC NZ member cost is C\$1,485** each (approx. NZ\$1,575) + booking fee; **non-IMC NZ member cost is CA\$1,875** (approx. NZ\$2,000) + booking fee. Events are not catered. **To book and get Eventbrite link for payment, or for more information, please email Kevin Schwenker at kschwenk@eastlink.ca**