



Essentials of Management Consulting Online 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 online *Essentials of Management Consulting* course, a face-to-face version is also available; those new to the consulting profession may wish to consider taking this online version, as additional time is spent preparing full consulting report deliverables for each stage in the consulting process based on the case study. While this is a CMC-Canada course and is delivered by a CMC-Canada national trainer, each course is for New Zealand participants only.

Overview

With six two-hour interactive instructor-team meetings, and three months of weekly team meetings, 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), a large portion of the core knowledge identified in the text, *Management Consulting: An Introduction to the Methodologies, Tools and Techniques of the Profession* Australian and New Zealand edition (IMC Australia, 2012), and ethics.

Content

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 texts

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), and

the 2007 Essentials of Management Consulting Course Reader (available from CMC-Canada), are both recommended texts for this programme.

Further details

Facilitator	Kevin Schwenker FCMC (Canada)
Delivery organisation	Schwenker & Associates
Length	3 months (incl. recorded lectures, 6 live facilitator led sessions, and 10 virtual team sessions)
Target	New, recent, and experienced internal/external consultants Note: Those new to the consulting profession, might consider taking this online version of Essentials of Management Consulting over the face-to-face one, as additional time is spent on the case study.
Requirements	Microsoft Office, internet access, and computer headset with microphone
Location	Online: Cisco WebEx Business Suite 27
Delivery mode	Interactive blended learning incl. team-based learning and case study
Group size	5-7 participants
Course availability	As numbers and schedule permits
Assessment	Satisfactory completion of course requirements, and 70%+ achievement in individual final test
Accreditation	IMC New Zealand and CMC-Canada
Any other endorsement	N/A
Certification	IMC New Zealand
Fees	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
Alternative modes	N/A
Enrolment and further information	Iain Matheson (IMC NZ Council) iain@mathesonassociates.co.nz
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