



**BAYES**  
BUSINESS SCHOOL  
CITY ST GEORGE'S  
UNIVERSITY OF LONDON

# Developing your Core Consulting Skills

Professionalise your ability to deliver value to clients and improve the performance of organisations in this practical programme.

## Key information

### Online programme

Fee: £2,100 (no VAT is charged)  
Duration: 3 weeks of two half-day virtual online sessions (24 hours in total)

### In-person programme

Fee: £2,995 (no VAT is charged)  
Duration: 3 days on campus  
Includes all meals, refreshments and programme materials.

### Dates

Programme dates available at:  
[www.bayes.citystgeorges.ac.uk/developing-your-core-consulting-skills](http://www.bayes.citystgeorges.ac.uk/developing-your-core-consulting-skills)

### Admissions criteria

All candidates are required to submit an application to ensure a high-quality cohort experience.



Find out more

## Programme overview

To be an effective consultant, you need skills, processes and tools that frame your technical and specialist expertise so you can successfully deliver project outcomes and work with others. Join other experts to learn how to analyse organisational problems and develop plans for improvement.

This programme will enable you to identify business problems, propose solutions, achieve desired outcomes, establish project goals, manage client expectations and build strong client relationships.

## Who is the programme for?

The programme is designed for professionals and subject matter specialists who want to apply their expertise to help organisations analyse business problems, identify solutions and achieve them.

It is also designed for individuals looking to leverage their skills and transition to an independent career. Experienced consulting practitioners who wish to improve or refresh their basic skills, insights and approaches are also welcome.

## Focus and structure

This programme is informal, stimulating and encourages immediate application of the learning. It provides fresh insights into effective approaches and covers proven consulting tools and techniques, including aspects of remote working, which enhance competence and builds confidence.

The structure and design of this programme is based on the proprietary CONSULT process, a five-stage model for project delivery. The process covers all aspects of project delivery including situation appraisal, client relationships, influencing the client, working in teams, defining terms of reference, managing projects, problem solving, developing recommendations, managing change and reporting to the client.

As much opportunity as possible is provided for you to apply and develop your individual consulting skills using a case study based on a real-life consulting assignment and inter-module activities. You will explore the project delivery process which enables you to refine and develop your thought processes as well as apply and receive feedback on your consulting skills.

## Programme benefits

- Manage project delivery efficiently and effectively from end to end
- Diagnose client issues to develop persuasive proposals which add value and achieve project outcomes
- Work and communicate with the client and colleagues to develop strong trust-based relationships
- Manage and exceed client expectations which increases client retention
- Close out projects to ensure maximum client satisfaction, identify on-selling opportunities, capture learning and maintain continuity of client relationship.

## An experience in the heart of global business

Learn with the people shaping markets and leading new trends. Our programmes are designed with active, collaborative working in mind, channelling London's position as one of the world's great business centres and a hub of creativity and innovation.

## World class faculty lead by



**Angela Tennent** is Managing Director of Elevation Learning and has over twenty years experience as a learning and development

consultant. She has designed and delivered training in all areas of consulting skills, performance improvement and business development, working with clients in a wide range of industry sectors in the UK and internationally. Her background is in finance, starting her career at Deloitte. After a secondment to Australia, she returned to London to run the firm's National Leadership and Development Programme for managers up to partnership. She co-founded a business training consultancy, in 1996, which provides clients with a wide range of financial and business development training programmes. Her programmes are a stimulating learning experience and delegates leave with the ability and inspiration to add value and make a difference in their business.

For more information visit:  
[bayer.citystgeorges.ac.uk/execed-open](https://bayer.citystgeorges.ac.uk/execed-open)

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