



# SILVER PEBBLE

Learning & Development  
Consultancy skills

## CONSULTANCY SKILLS

**MANAGEMENT CONSULTANCY** is an important profession. There are over 60,000 management consultants and business advisers in the UK and the industry continues to grow, turning over more than £10 billion annually.

Many people are attracted to consultancy as a second career, when they already have extensive knowledge and **EXPERIENCE** in their chosen field.

But the **SKILLS** of a successful consultant are different from those of an effective manager. Instead of controlling and directing resources, consultants need to collaborate, persuade and influence. Above all, they must sell themselves and their ideas.

New management consultants can find it difficult to make the **TRANSITION** successfully. Being a consultant is more than just applying your expertise: there are new skills to learn and old ones to develop and improve.

As an **INTERNAL CONSULTANT**, the challenge can be even tougher. Losing your managerial authority means you need to be more politically astute to achieve your objectives.

Whether you are a seasoned professional or just starting your consultancy career, our learning programmes give you the skills to be a **BETTER** consultant.

## CERTIFIED TRAINING

Silver Pebble is **APPROVED** by the Institute of Management Consultancy to award the *Certificate in Management Consulting Essentials*, the only **QUALIFICATION** of its type in the UK.

Through 45 hours of guided learning, you can achieve this qualification, an NVQ level 4 postgraduate **CERTIFICATE**, awarded by the Chartered Management Institute. You also benefit from free student **MEMBERSHIP** of the Institute of Management Consultancy for the duration of the programme.

The syllabus has been designed to give participants the knowledge, skills and **BEHAVIOURS** to operate effectively as a management consultant.



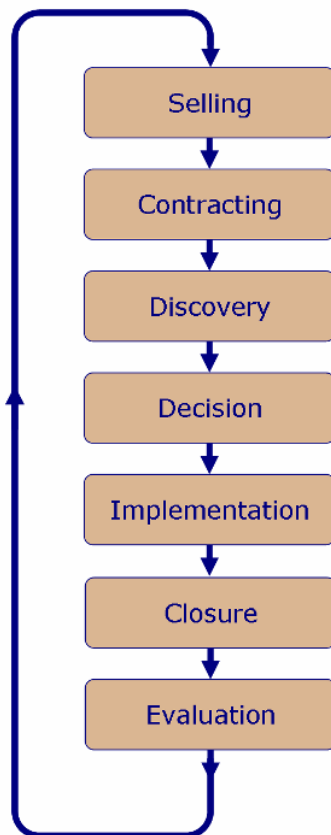
## CONTINUING PROFESSIONAL DEVELOPMENT

Achievement of the *Certificate in Management Consulting Essentials* demonstrates **COMMITMENT** to Continuing Professional Development, for both the individual and the organisation. It adds prestige to your CV and increases your **VALUE**.

## LEARNING PROGRAMMES

**LEARNING** is a way of life in management consultancy. Through formal courses, coaching, mentoring and on-the-job training, consultants need to keep their knowledge and skills ahead of their competitors.

We design our programmes with you to cover the demands of the complete consultancy cycle, from **SELLING** to **EVALUATION**.



## TRAINING COURSES

**SILVER PEBBLE** designs and delivers training courses on all aspects of the consultancy cycle, including:

- Selling
- Project management
- Presentation and public speaking
- Report writing
- Influencing and politics
- Problem solving
- Leading consultancy teams

Our courses are designed specifically to meet your requirements so they deliver maximum **VALUE**.

## COACHING

Established consultants may need support in particular skill areas to improve their **EFFECTIVENESS**. We provide confidential coaching and support for individuals and teams in areas such as:

- Bid team presentation
- Leadership
- Communication
- Practice management
- Personal effectiveness

Coaching allows firms to maximise the **LEVERAGE** of their experienced staff.

## CONTACT US

It's difficult to find learning programmes that are **INNOVATIVE** and creative, while at the same time reliable and **EFFECTIVE**.

At Silver Pebble, we carefully **DESIGN** all our programmes to suit your needs. So you can rely on us to deliver.

For a discussion about your learning and development needs, call Jeremy Webster on +44(0)1296 337105 or e-mail [enquiries@silverpebble.co.uk](mailto:enquiries@silverpebble.co.uk)

