



SILVER PEBBLE

Learning & Development
Consultancy skills

CONSULTANCY SKILLS

Management Consultancy is an important profession. There are around 100,000 management consultants and business advisers in the UK and the industry continues to grow, turning over £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 Chartered Management Institute 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, a level 4 postgraduate Certificate, awarded by the Chartered Management Institute. You also benefit from free Affiliate Membership of the Institute of Business Consulting 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.



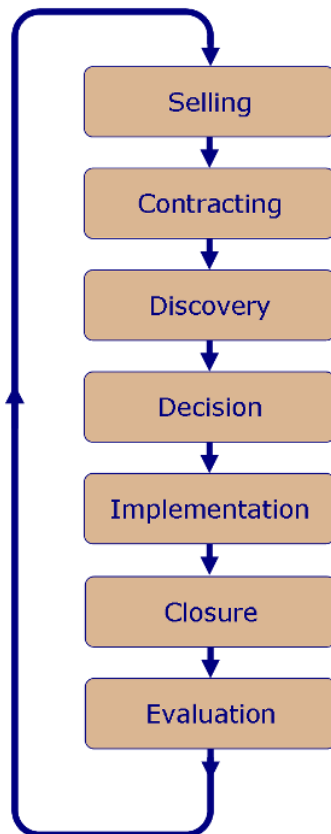
CONTINUING PROFESSIONAL DEVELOPMENT

Achieving 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

