

# Consulting Skills and Stakeholder Management

## Target Audience

Individuals who are employed as business partners, or actively involved in internal consulting and cross company stakeholder management.

## Overview:

A highly interactive programme to give individuals a clear understanding of the consulting process and the skills required to consult effectively as an internal business partner or consultant. This programme will cover the role of the internal consultant, the different stages of the consulting process, how to adapt approach to different personalities, and how to gain buy in and engagement from key stakeholders. Individuals will gain feedback on their consulting style and will have the opportunity to work on a couple of live consulting issues.

## Objectives

- To agree the role of the internal consultant and the partnering/consulting process within the company
- To gain a shared understanding of the 7 step consulting process
- To recognise the difference between process and expert consulting
- To develop effectiveness in the key skills that underpin effective internal consulting
- To practice partnering/consulting skills on a current business issue
- To be able to conduct stakeholder mapping for key projects and identify how to influence key stakeholders more effectively
- To create a personal action plan for individual consulting projects

## Pre Course Work:

Article by Peter Block from Flawless Consulting

**Participant Numbers:** max 12 with two tutors