

Consulting with a difference

A consulting skills programme that reaches new parts!!

Inside

Consulting with a difference

You have to make a difference - to succeed!

As organisations change people are being required to rely less on hierarchical roles to make things happen - and adopt more influencing and enabling approaches. In reality - they are becoming more like internal consultants.

So what makes an effective internal consultant?

Another trend is the continuing growth of the consultancy market - in all fields. More and more people are taking the plunge into external consultancy and developing their own business opportunities, establishing themselves in a competitive market place -with key client relationships.

So what makes an effective external consultant?

How is this programme different?

This 3 day programme explores in a "hands on way" the skills, approaches, tools and techniques that enable consultants to operate flexibly, tailoring their offer, marketing and presenting themselves to clients and building a strategy for success. It also enables individual consultants to develop their own tool kit and work on specific areas of interest and need. The programme itself models good consulting practice - data collection and other tools are used to identify **your** needs as a client and the group will work participatively to co-create models and techniques to meet different challenges.

"You go away with so much more confidence and a bag full of practical tools that you can start to use the very next day. I couldn't wait to get going - and I am still drawing heavily on the material we shared and developed - 9 months later." Previous participant.

The programme has been run successfully for the past 3 years as part of the CIPD public short course provision. It has been equally well received by internal and external consultants. However, Inside Outreach now want to offer it to an even wider audience - and at regional locations. The programme can be offered to a diverse group or be tailored to specific organisation needs. Inside Outreach have also successfully run the programme "in-house", enabling a new team of internal consultants to manage the transition, develop the skills, develop a business strategy and plan for success.

Future Locations include - Scotland, Northern England, West Country, Midlands, Wales and North West, Home Counties, South East including London.

Inside Outreach

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The Programme Outline

Modelling Good Consulting Practice

- Exploring the changing consultancy context - keeping ahead of the game
- Critical Successes and Flaws in Consulting - things to watch out for
- Developing and using consultancy models as a framework for your work
- Discovering the client's needs - and getting really clear about what, who, how, why, when and where.
- Gaining Entry and Contracting
- Marketing yourself and establishing your credibility
- Dilemmas, principles and ethics
- Change models, organisation interventions and acting as a catalyst
- Data collection, Developing and presenting proposals, Managing expectations.
- Consulting skills and practice - influencing, listening, questioning, handling resistance and difficult client situations.
- Working on real cases through Action Learning
- Strategic planning and next steps
- Disengaging.

Prework includes completion of a self assessment consulting skills inventory. Follow up will consist of further materials developed by the group through the programme.

3 day Programme costs - £995 plus VAT.

This includes cost of programme itself, materials, venue, refreshments and lunch each day. Participants are requested to organise any accommodation required independently.

For booking arrangements - see attached form or contact Inside Outreach direct on 01903 785346, enquiries@inside-outreach.co.uk.

Inside Outreach - a co-operative with a difference

The programme is run by Jean Floodgate, Catherine Hennessy and other members of Inside Outreach - a co-operative established as an innovative approach to organisational consultancy in response to major change interventions required at The Body Shop International.

Jean and Catherine have both been directly involved in managing the transition towards establishing internal consultancy practice in financial services, retailing, manufacturing, service organisations across private, public and voluntary sectors. They work in an external consulting role - with a foot still on the Inside. The formula has been very successful with Inside Outreach recently recognised for 2 different consulting projects as finalists for the People Management Awards and the National Training Awards.

Their unique approach and how it reflects the changing role of consulting has been recorded as a Case Study for Roffey Park Institute.

A copy is available on request from enquiries@inside-outreach.co.uk



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