




أكاديمية تطوير القيادات الإدارية
The Academy for Developing Administrative Leaders
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Essentials of Management Consulting for Practitioners

DATE:

25 - 28 February 2024

DURATION

4 Days

LOCATION:

The Academy for Developing Administrative Leaders



PROGRAM OVERVIEW

In today's fast-paced business environment, the need for skilled management consultants has never been greater. ADAL, in partnership with Emeritus and ESCP Business school, developed the Essentials of Management Consulting to provide Saudi professionals with the essential skills needed to excel in the industry and meet its growing demand.

This dynamic and interactive course is tailored for professionals aiming to master essential skills in Management Consulting. It delves into Client & Consulting Business Insight, offering deep understanding of both client and consulting contexts, including analysis of client situations and exploration of consulting business guidelines. The course also emphasizes Engagement Management, focusing on effective client relationship management and proposal development. Additionally, it covers Assignment Management, teaching golden rules and methodologies for managing complex transformation programs and ensuring quality delivery. This comprehensive program is structured around equipping professionals with practical and theoretical knowledge essential for a successful career in management consulting.

PROGRAM FACULTY

Essentials of Management Consulting



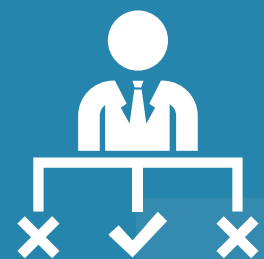
Dr. José Cobo
Professor of Information &
Operations Management

TARGET AUDIENCE



1. Mid-career Management Consultants looking to enhance their skills.
2. Business Owners seeking to improve their operations through consulting.
3. Professionals transitioning to Management Consulting from other fields.
4. MBA students and graduates interested in pursuing a career in Management Consulting.
5. Corporate Employees seeking to advance their careers in Consulting and Advisory services.

ELIGIBILITY CRITERIA



1. Applicants must be proficient in English, both written and spoken
2. Bachelor's degree in a relevant field or equivalent work experience
3. At least two years of relevant work experience in management, consulting, or a related field.
4. A strong interest in management consulting and a desire to develop consulting skills.

LEARNING OBJECTIVES

TARGETED COMPETENCIES

Client & Consulting Business Insight

Client understanding
Client business knowledge
Management Consulting Fundamentals
Consulting lifecycle

Assignment Management

Planning
Working on all phases of project
Managing the assignment
Managing successful outcomes
Planning
Managing handover to client

Engagement Management

Scoping client requirement
Managing client interface
Client focus
Partnering and networking

BY THE END OF THE PROGRAM PARTICIPANTS WILL BE ABLE TO:

Client & Consulting Business Insight:

- Understand client context from an external and internal perspective adopting relevant frameworks and tools.
- Learn the basics of the consulting industry and the consultant life-cycle.
- Make relevant research strategies and benchmarks to collect data and information to frame the client issues and propose a tailored solution.

Engagement Management:

- Develop commercial awareness participating in scoping, staffing & pricing.
- Understand your role in the big picture and how your activities contribute to the overall value creation and capture.
- Learn how to frame the client issue and to support the writing of the proposal in a way that is transparent, achievable and easy to understand by all stakeholders.
- Learn how to map key stakeholders and get the information you need to do your job.
- Understand the basis to communicate at every level of the organization, adopting simple analysis and synthesis techniques
- Understand the value of collaboration and develop the ability to work in teams
- Learn how to prepare consulting interviews.

Assignment Management:

- Design a Project Plan and set up the organization breakdown structure needed to deliver the target outcomes.
- Walk through the different stages of project delivery and learn how to identify prioritize and mitigate project risks
- Learn why change and change communication are inevitable and how to overcome traditional resistance and business inertia
- Deep-dive on digital transformation and learn how it can contribute to positive impact to modern societies.

CERTIFICATE

You will receive a Certificate of Attendance upon finishing the program.

