



THE SKILLS FARM  
growing you

# ADVANCED CONSULTING SKILLS

**A high-impact  
consulting skills development programme  
for senior, client facing consultants.**

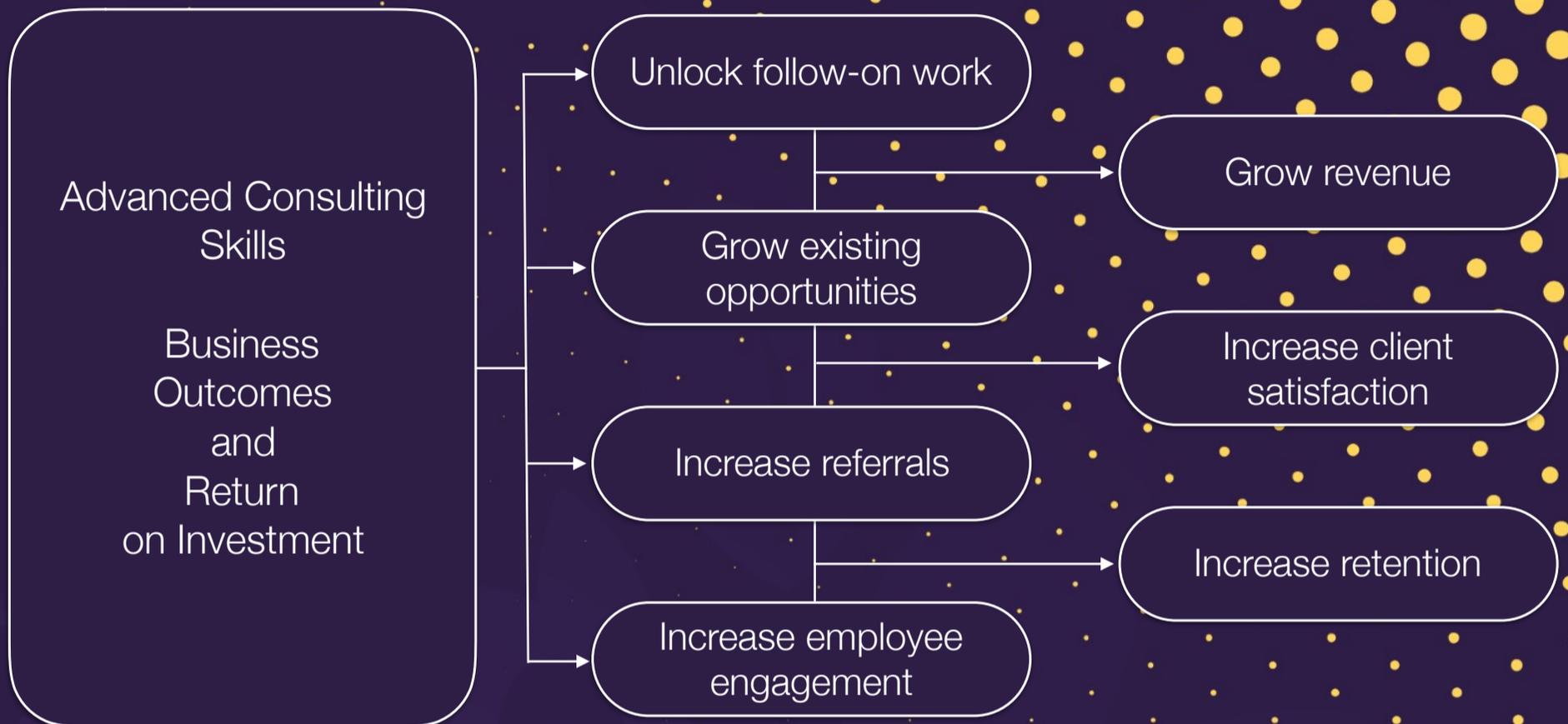
*“If people like you, they’ll listen to you.  
But if they trust you, they’ll do business with you.”*

*- Zig Ziglar*

**This is your invitation to become a trusted business advisor...**



# What are the business benefits of this programme?



## What have previous participants said?

A truly transformational experience! ACS provides a blueprint for managing our own intentions, emotions and feelings and gives the tools needed to "diagnose" the state of our current client relationships so that we can maximise their potential.

- I Hill

ACS is a wonderful course! The best I have attended so far in 10 years. It has refreshed my warrior suit and provided new enthusiastic focus to deepen my client relationships and achieve bigger and more challenging goals with my clients.

- G Smith

Don't miss it! No matter how senior you are and how many years of experience you have. There are plenty of skills you can learn or improve.

- N Carter



## What are the learning objectives?



## Why partner with The Skills Farm?

We have been designing and delivering innovative consulting skills & leadership skills training programmes for over 15 years.

Scott and Jamie have both graduated from The Master Trainer Institute in Geneva.

Since 2003 we've have been developing programmes for sales professionals, consultants and leaders at market leading companies including IBM, Apple and Deloitte.

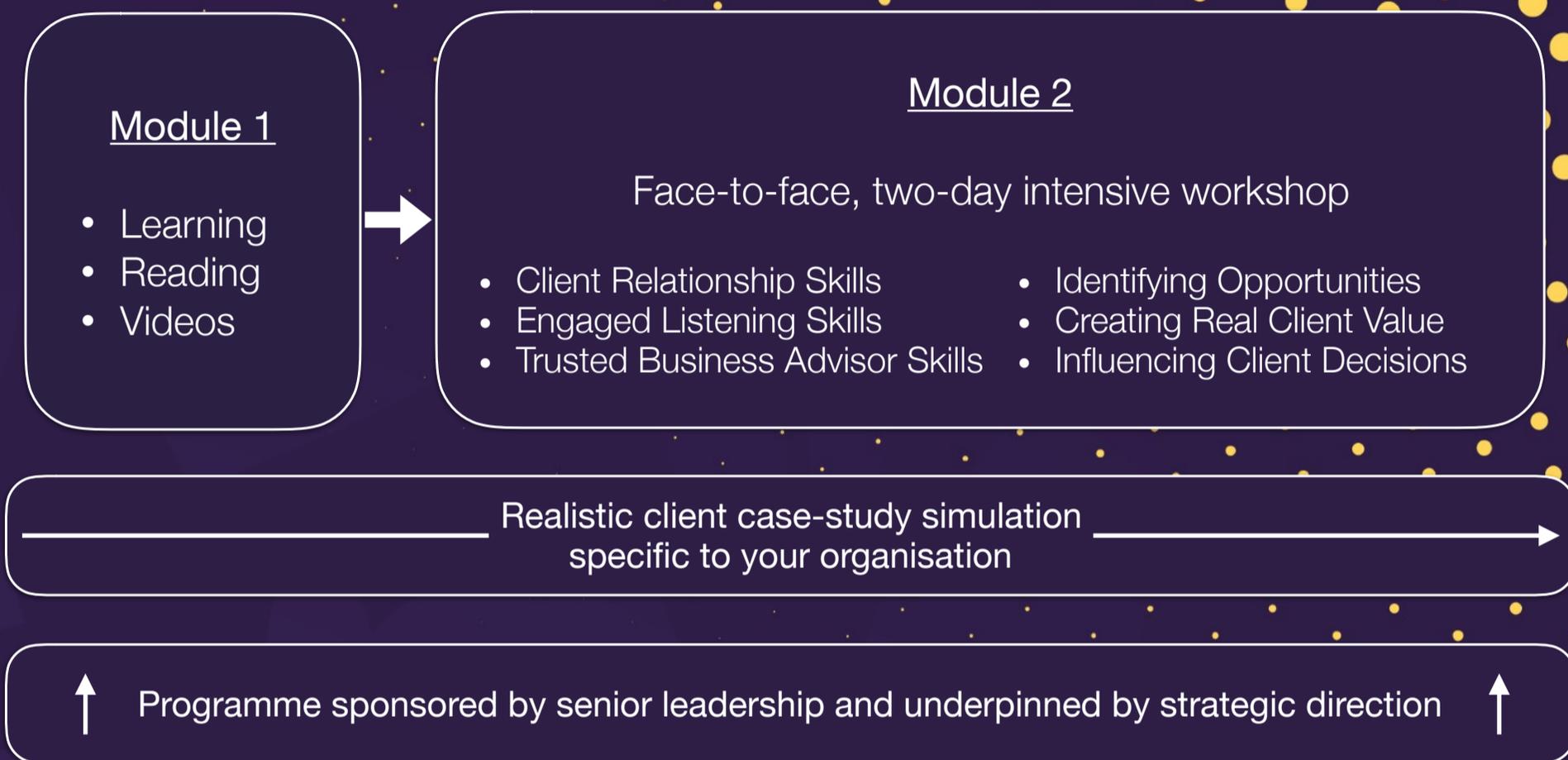
We've delivered consulting skills training to over 6000 consultants, in 25 countries.

Known for being the go-to provider for consulting skills programmes, we enable technical specialists to deepen their client relationship skills and identify opportunities for additional work.

Our current clients include American Express, Deloitte, Google, Apple, Leica Geosystems and ERM.



# Advanced Consulting Skills overview



## Pricing

Pricing Breakdown						One-off costs	
Pricing based on 16 participants	Workshop delivery days	Participant booklets	Role play actors total	Post-course field guide	<b>Total</b>	Case study design days	<b>Total</b>
£3,300	2	£240	£1500	£240	<b>£8,580</b>	2 trainers for 2 days	<b>£6,600</b>

• additional participants charged at £275 per participant per day  
 • pricing does not include travel time, accommodation and expenses

• full breakdown of fees and T&Cs available on our website  
 • all prices exclude VAT



# Programme modules

Pre-course learning

Consulting in the 21st Century	Discover the latest thought-leadership on how consultants can thrive in an increasingly complex world.
Case Study Reading	Familiarise yourself with the case study overview, organisation, engagement history and stakeholders.

Day One

Client Relationship Skills	Discover a methodology for mapping and improving the quality of your current client relationships.
Advanced Listening and Questioning Skills	Practice using advanced listening and questioning techniques to better understand your client's issues.
Trusted Business Advisor Skills	Explore a range of trusted business advisor skills including creating real client value, saying no, etc.
Developing Deep Trust Behaviours	Learn what it takes to deepen your client's trust in you, whilst avoiding behaviours that can damage trust.
Identifying New Opportunities	Understand how to match your own organisation's services to existing or future client opportunities.

Day Two

Influencing and Persuading Your Client	Learn a structure for being persuasive when presenting a proposal to your client.
Understanding Client Buying Behaviours	Analyse the way your client thinks and learn how to flex your style in order to influence their decision makers.
Handling Concerns and Challenging Questions	Discover a methodology for confidently handling difficult questions and concerns from client stakeholders.
Conducting Difficult Client Conversations	Learn and practice handling a difficult conversation with your client by managing their expectations.

Throughout

Each of the above skills are embedded in a realistic in-depth client case study, specific to your organisation and designed to develop advanced consulting skills.
Self-assessment and developmental feedback is provided throughout the two-day workshop.



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A high-impact advanced consulting skills programme delivered by two experienced consultants, over two intensive days including a realistic case study to accelerate learning and implementation.

Grow revenue, increase client satisfaction and positively impact retention.

## ADVANCED CONSULTING SKILLS

A game-changing consulting skills development programme for experienced, client-facing consultants.

Delivered at a location and time that is convenient to your business needs.

Learn from the award-winning consulting skills trainers from IBM, Google, Apple, ERM, Deloitte and American Express.

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