



THE SKILLS FARM  
growing you

# CORE CONSULTING SKILLS

**A comprehensive, game-changing, foundation consulting programme, designed and delivered by an award-winning consulting skills specialist.**

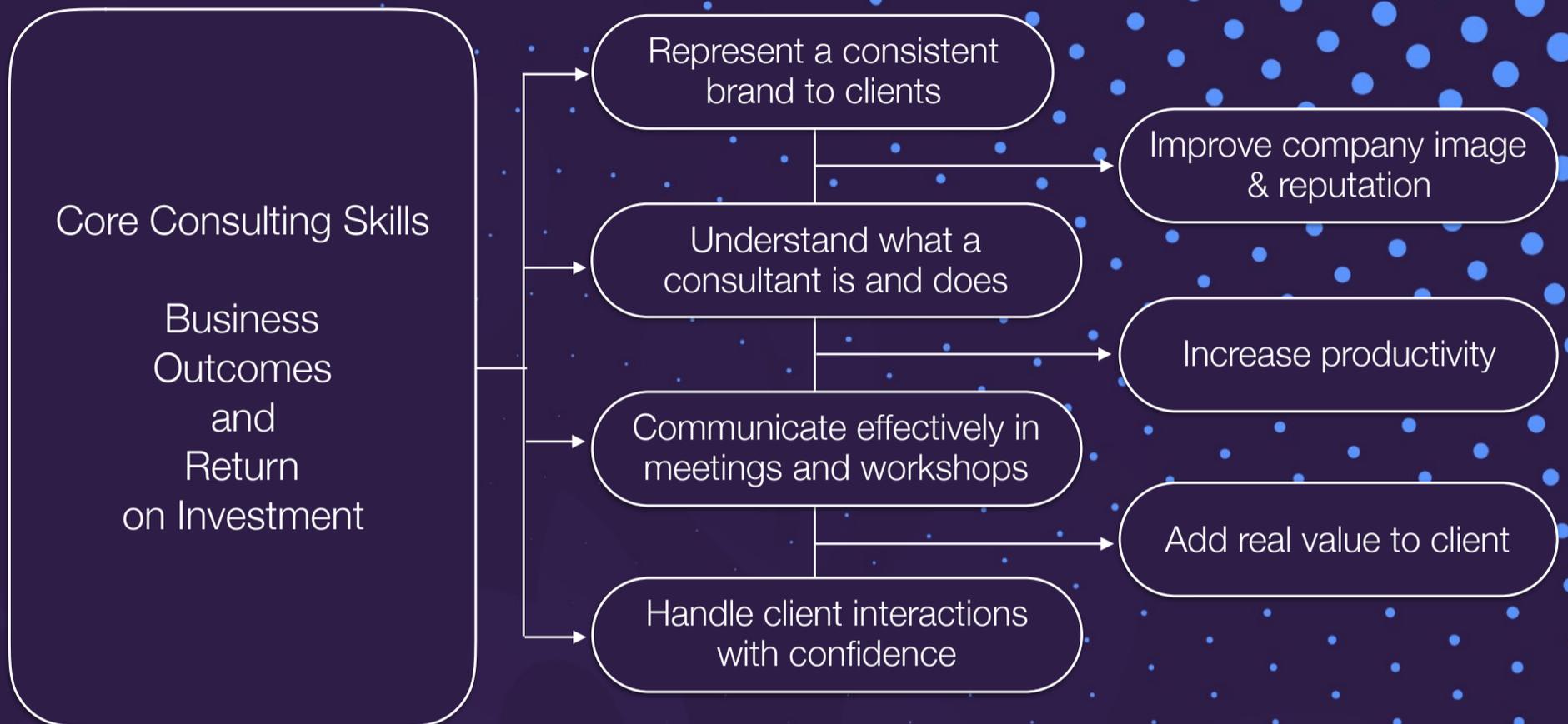
*“We cannot solve problems with the same thinking that created them.”*

- Albert Einstein

**This is your invitation to become a effective and trusted consultant...**



# What are the business benefits of this programme?



## What have previous participants said?

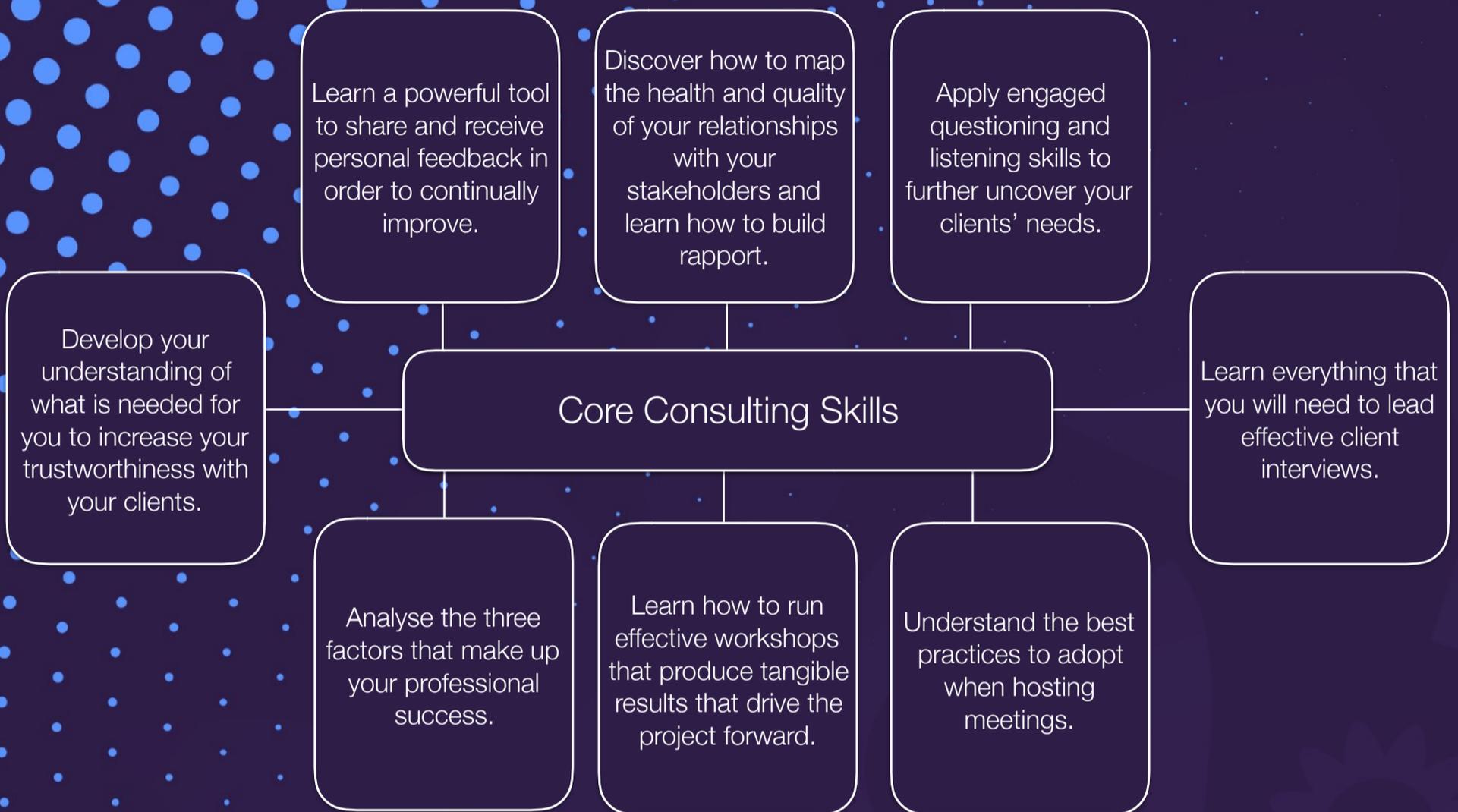
The whole programme was really useful - I learned so much! I now know how to consult with clients in a way that doesn't just solve their problems but gives them what they really need.  
- T Uttley

To be honest, I came on this programme thinking that I already knew how to be an excellent consultant, but Scott & Jamie really taught me a lot. They helped me see everything I do from both my company's perspective and my client's perspective. Priceless!  
-M Ward

I now know that being a consultant is so much more than providing my client with specialist advice. I have learned how to interview clients, lead workshops, present with influence and deliver real client value, not just what they ask for  
- P Walker



## 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.

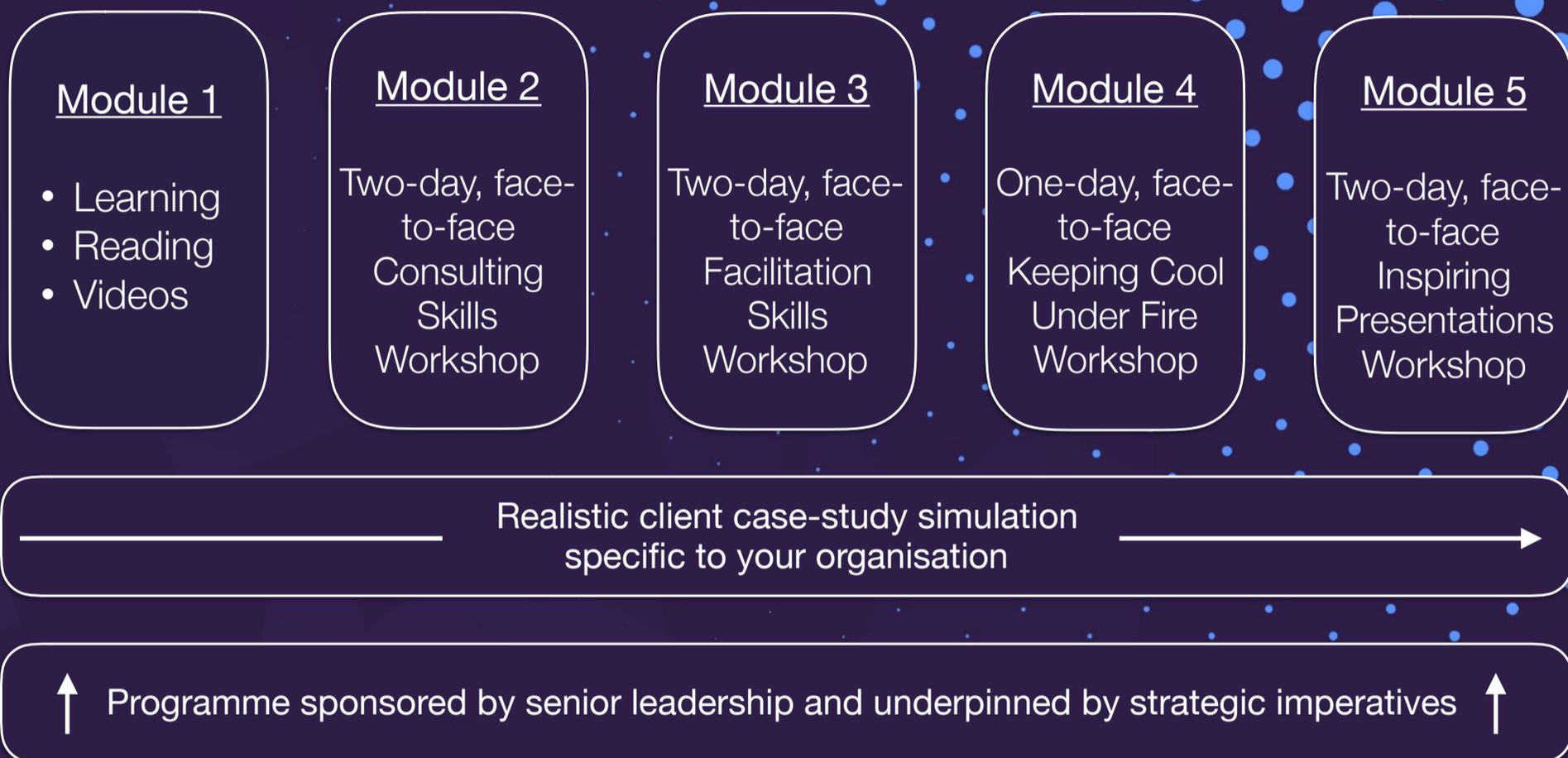
We've delivered consulting skills training to over 6000 consultants, in 25 countries.

Known for being the go-to provider for consulting skills programmes, we enable technical specialists to forge meaningful client relationships and provide clients with solutions that add real value.

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



## Core Consulting Skills overview



## Pricing

### Pricing Breakdown

### One-off costs

Pricing Breakdown						One-off costs	
Pricing based on 16 participants	Workshop delivery days	Participant booklets	Role play actors total	Post-course field guide	Total	Case study design days	Total
£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

Pre-course learning, reading and videos  30 mins	<ul style="list-style-type: none"> <li>• Consulting in the 21st century</li> <li>• Value proposition</li> <li>• Structured thinking</li> <li>• Case study reading</li> </ul>
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Module 2

The Consultant Workshop  2 full days	<ul style="list-style-type: none"> <li>• Fearless Feedback</li> <li>• First Impressions and Building Rapport</li> <li>• Pull Before Push</li> <li>• Engaged Questioning &amp; Listening</li> <li>• Client Interview Skills</li> <li>• Best Practices for Effective Meetings</li> <li>• Professional Success Factors</li> <li>• Stakeholder and Relationship Mapping</li> </ul>
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Module 3

Facilitation Skills Workshop  2 full days	<ul style="list-style-type: none"> <li>• Defining The Workshop Purpose</li> <li>• Right People, Right Room, Right Time</li> <li>• The Planning Pyramid</li> <li>• Designing Workshop Activities</li> <li>• Handling Challenging Situations</li> </ul>
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Module 4

Keeping Cool Under Fire  1 full day	<ul style="list-style-type: none"> <li>• Emotional Intelligence (Pre-work)</li> <li>• Delivering Difficult Messages</li> <li>• Handling Disagreement &amp; Confrontation</li> <li>• The Saying 'No' Formula</li> <li>• Handling Stressed Clients</li> </ul>
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Module 5

Inspiring Presentations  2 full days	<ul style="list-style-type: none"> <li>• Crafting Your Purpose</li> <li>• Structuring Your Presentation - The Burger Model</li> <li>• Telling Persuasive Stories</li> <li>• Handling Difficult Questions</li> <li>• Additional Longer-term Action Planning</li> </ul>
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Throughout

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



THE SKILLS FARM  
*growing you*

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

Improved reputation, consistent brand, increased productivity, add value to client work.

## CORE CONSULTING SKILLS

A comprehensive, high-impact consulting skills development programme for new 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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