



CASS
BUSINESS SCHOOL
CITY UNIVERSITY OF LONDON
EST 1894

Executive Education Open Programmes

Fees

£2,100 (no VAT is charged)

Includes all meals, refreshments and programme materials.

Duration

3 days

Admissions criteria

All candidates are required to submit an application to ensure a high-quality cohort experience.

Developing your Core Consulting Skills

Professionalise your ability to deliver value to clients and improve the performance of organisations and departments in this practical three-day programme.

Programme overview

To consult effectively, you need processes, practices and tools that frame your technical and specialist expertise in a way to lead others. Join other experts to learn how to analyse existing organisational problems and develop plans for improvement.

This programme will enable you to help others identify problems, propose solutions, achieve desired outcomes, establish goals, manage expectations and build credibility with clients.

Who is the programme for?

The programme is designed for professionals and subject matter specialists who want to apply their expertise to help organisations analyse business problems, identify solutions and achieve them.

It is also designed for individuals looking to leverage their skills and transition to an independent career. Experienced consulting practitioners who wish to improve or refresh their basic skills, insights and approaches are also welcome.

Focus and structure

This practical programme uses a real-life consultancy assignment to explore the consulting sales and delivery process model. Participants will refine and develop their thought processes and test their consulting skills. In an interactive workshop delegates receive feedback from coaches on the quality of their work.

Through the proprietary 'CONSULT' sales process, participants will learn how to establish relationships with potential clients and pitch propositions to clients.

The 'CONSULT' delivery process provides opportunities to learn and practice client management activities such as situation appraisal, positioning yourself with the client, influencing clients, contracting and managing client relationships, defining terms of reference and managing teamwork.

It also addresses more technical aspects associated with consulting such as problem solving, data collection and analysis, assessing readiness for change, developing recommendations, managing change, reporting to clients and action planning.

Programme benefits

- Perfect the skills required to successfully lead a consulting project
- Present ideas, proposals and recommendations confidently and persuasively
- Master the basic techniques for advising an improvement or change process
- Develop the ability to recognise, understand and address a client or business issue.



Apply now at
cass.city.ac.uk/execed

Open personal development programmes

- Strategic Decision Making for Leaders
- Becoming an Effective Leader
- Effective Negotiation Skills
- Practical Accounting and Finance for Entrepreneurs
- Leading Digital Transformations
- Finance for Non-Financial Leaders
- Developing your Core Consulting Skills
- Leadership Communication: Present Yourself with Lasting Impact.

World class faculty lead by:

Ed Moffatt



Ed is the managing director of Elevation Learning. He has been involved with the training provider as a tutor and principal consultant

since 2002. Ed has over twenty years experience as a trainer and organisation development consultant and has delivered

training in all areas of consultancy skills and performance development, working with clients in the public and private sectors in the UK and internationally. His corporate experience has included senior roles in a major management consulting firm, the telecoms sector and the oil and gas industry. Ed has a degree in Natural Sciences from Cambridge, an MSc (Sloan Fellow) from London Business School and is a Fellow of the Institute of Consulting.

An experience at the heart of global business

London is one of the world's great business centres and a hub of creativity and innovation. With the Lord Mayor of London as our Chancellor, we provide unparalleled connections to an elite network of businesses and organisations. Learn with the people shaping markets and leading new trends in our executive development facility, designed with active, collaborative working in mind.

Apply now at
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