



Subject matter experts jump start your consulting career!

# Consulting Skills Training

## What you will learn:

In this course, you will identify what **consulting** is, along with the skills necessary to be a successful consultant, and recent industry trends that you can use to your advantage as you work in the **consulting** field. You will learn how build and expand your business. If you want to get more clients and build a name and strong reputation for yourself, you need to take the next step with your consultancy. This includes marketing yourself, expanding your work, building on relationships with your current clients, and always being ethical and professional. All of these activities will allow you to get more business from both past and future clients.

## Topics that will be covered

- What is Consulting
- Different Types of Consulting
- Rewards and Realities of Consulting
- Skills You Need to Have
- Characteristics of Successful Consultants
- How to Evaluate Your Skills for Success
- Temporary Professionals
- How to Recognise Rapid Market Changes
- Market Yourself
- Marketing Plan
- Refusing Assignments
- Proposals and Contracts
- Marketing Yourself
- How to Expand your Market
- How to Foster Healthy Client Relationships
- Professionalism and Ethics

## Companies are using consultants as a third arm for their business

Because of downsizing, companies are increasingly out-sourcing for services and expertise that is not available from their own staff. SMEs are growing and are in constant need for the expertise of subject matter experts to help them with various projects.

**Mode:** Self –Paced Online Courses

**Cost:** US\$380.00 (Group rates apply)

**Recognition:** Gain CEU Credits from the International Association for Continuing Education & Training (IACET). The course content is developed by leading e-learning content developer Element K .



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