

Professional Certificate In Enterprise Analysis & Consulting Skills



International School
Of Management

— UNLOCKING KNOWLEDGE —

Introduction



Consulting skills and competency are no longer the reserve of external professional service providers. That invaluable ability to engage in consultative and collaborative relationships is required within business organizations to enable them connect with internal and external customers, other stakeholders and partners alike.

In actual fact, business owners and organisations need to be constantly abreast of the events and trends in their market and be able to measure the impact of market information and developments on their firms while at the same time be certain of the uniqueness of their own organisations and their innate capabilities that can in turn affect market trends. These knowledge and competency are required at such frequency that it pays more for organisations to develop internal consultancy ability in their own members who understand the organization well than to leave such function to seasonal engagement of the external consultants.

Why consider this Programme?

No two organisations are perfectly similar and despite that, business environments are ever changing; therefore there is a constant shift from generic rules of thumb to some targeted and more specific business practices with increased reliance on superior knowledge and organizational learning. This reality is driving a need for enhanced capacity to build productive relationships within organisations, across teams, departments and with customers, suppliers and external allies and collaborators.

The emerging complexity of business environments are a result of growing competitions, dynamic boundaries and ways of doing business. As a result, spurious heterogeneous results, inherent conflicting objectives and the need for discursive problem solving require superlative skill sets in building consultative business climates that will facilitate productive long term partnerships and relationships.

This programme has been designed to deliver the dynamic capabilities for driving improved decision making, strategy formulation and, ultimately, enhanced business performance through critical questioning and by challenging native business theories and assumptions.

The Professional Certificate in Enterprise Analysis and Consulting Skills is also available as an in-house programme and may be tailored to the specific needs of individual organizations.

More than Just Tools and Techniques



The Professional Certificate in Enterprise Analysis & Consulting Skills is an in-depth exploration of the themes that underpin effective, practical and efficient consultancy interventions:

- Action Research and Actionable Knowledge
- How organizational systems operate
- The impact of consulting interventions
- Enabling collaborative problem solving
- Group dynamic and dealing with resistance
- Understanding self and the ability to build rapport and create productive relationships which can withstand challenge and form strong partnership.

Key Programme Features

- Five days of eight standalone modules that help participants to integrate invaluable learning with their individual core practices:
 1. Nature of Organisations and Internal Consultancy
 2. Tools and Techniques of Enterprise Analysis
 3. Action-based Management Research
 4. Strategy and Its Implementation
 5. Change, Crisis and Resistance
 6. IT & Enterprise Management Systems
 7. Building a “Leaderful” Organisation
 8. Market Dynamics and Competition
- Experimental and content based with focus on real time learning to integrate the new concepts and tools
- Informal coaching and mentoring forum to share experiences and build on learning
- Practical assessments and assignments that lead to International School of Management affiliate member accreditation
- Facilitated by a team of highly experienced professional consultants and academics who bring rich personal insights and balanced estimations into the programme content.
- Maximum of 25 people per programme to enhance individual learning within a diverse contexts and backgrounds.
- Affiliate of International School of Management Lagos

Who is the Programme for?

- Senior Managers.
- Strategy Executives.
- C Level Officers.
- Business Owners.
- Consultancy teams within organisations.
- Human resources and Learning & development business partners.
- Support teams looking to move to an increased partnership roles within their business.
- External practitioners in the field of Organisational Development.
- Project managers looking to work more closely with internal or external customers.



What are the Outcomes of the Programme?

- Participants will be able to hone their skills and expertise to be better utilized and attract more quality clients who are pro-actively seeking to partner and engage over complex issues
- As an internal consultant, participants can develop the strategies for arriving at well researched and superior recommendations which would be more often accepted and implemented by decision makers with a higher degree of commitment (rather than just compliance) leading to the increased recognition and respect.
- Ability to build partnership relationships with internal and external clients and other stakeholders critical to the implementation of successful change initiatives in ways that minimize crisis and its effects on the organization.
- Participants will become skilled at earning greater internal commitment from clients through more productive conversations, trust and fact-based persuasion even where or when important business decisions that affect the people may seem difficult to articulate.
- Excellence at effectively designing and planning strategic interventions using a clear consulting framework that delivers optimal results.
- Have better understanding of the nature of challenges, and learn valuable models to support practice approaches and on-going or proposed business development.
- Personal and professional knack for organization-wide leadership practice through efficient balance of emphasis between transactions and relationships.
- Increase your job satisfaction as your role becomes increasingly respected and has impact within the business
- Receive an internationally recognized and valued affiliate membership of the International School of Management Lagos.*

How do Organisations Benefit?

- Through the development of high impact change agents whose focus is on discovering and supporting adaptive and transformational change strategies within the organisation.
- By building dynamic capability and critical skills which increases the agility of problem solving and decision making processes across the organization and with external stakeholders.
- Empowering organizations with the capacity to build productive conversation, lasting collaborations and relationships that can withstand conflict and challenges and influence efficient organizational paradigms and productive cultures.
- The creation of an organizational learning mindset and experiences through individuals who seek to understand root causes of problems and then design interventions which create a high degree of immediate and sustainable successes.
- By providing participants with externally recognized accreditation which adds values to the quality of organization's resources and motivates the individual consultant

* *Terms and conditions apply*

PCEACS: Professional Certificate in Enterprise Analysis & Consulting Skills



PROGRAMME STRUCTURE

Duration: 12 Weeks

Delivery Format:

- a. One week of face to face classroom teaching, case study analysis, practice simulation, presentations, individual and group assignment in specific subject areas viz; Business Strategy, Innovation and Dynamics of Competition using elementary games theory, Marketing Management & Research, Financial Management, Accounting Ratio and Financial Statement Analysis for Decision Making, Strategic People Management & Leadership. Discussion of the business plan template (10YEAR Workbook).
- b. Four (4) weeks of Online Case study analysis, discussion, reading and analysis of journal articles relevant to the subject areas taken within the one week physical classroom experience with the aim of demonstrating the important roles of Consultants in the development and management of business ventures.
- c. Two Days of face to face classroom and discussion on the course module; Management Research, Tools and Techniques for Enterprise Analysis. A second module on Change, Crisis Management & Resistance.
- d. Four (4) weeks of Online Case study analysis, discussion and reading of journal articles relevant to Enterprise Analysis, Management Research, Building Leaderful Organisation and Change/Crisis Management.
- e. Last two days of the programme. Physical class contacts. Class Discussions, Exercises and Activities based on the course module, Superior Business Writing, Originality and Presentation Skills.

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REGISTRATION & ENQUIRIES

Duration : 12 weeks

Registration : N15, 000 (non-refundable)

Tuition : N450, 000

This programme is exclusively postgraduate and it is accredited for credit transfers.
Successful completion qualifies students to apply for the *CMgr Award*

FOR FURTHER ENQUIRIES, PLEASE CONTACT:

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