



Management Consulting



November 21, 2024



IBA City Campus, Karachi

Program Overview

The Management Consulting workshop is being conducted to give an understanding of, key consulting processes, the Consulting Life Cycle the role of the Management Consultant.

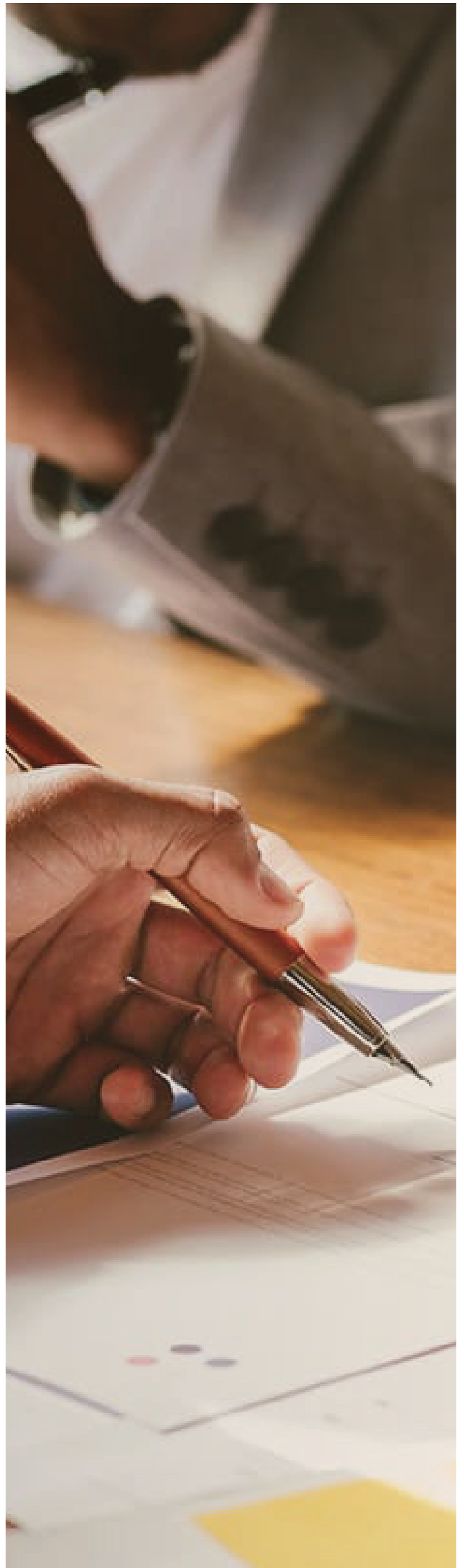
The training is designed to familiarize the participants with important tools and techniques and the best practice adopted in the management consulting profession both locally and globally. how to become a successful management consultant.

This Training is offered in collaboration with Sidat Hyder Morshed Associates (Pvt.) Limited, a prestigious firm of management consultants operating in Pakistan since 1986. participants will receive Registration, Course Contents and Certificate of Attendance

Learning Outcomes

By the end of this two-day workshop, the participants will be able to:

- Gain an understanding of the building blocks of management consulting profession and industry
- Learn about the knowledge, competencies and skills required to become a successful consultant
- Know how to market for consulting projects
- Understand the essential elements of project execution and management
- Develop insights on need for establishing long term client relationship



Topics Covered

Introduction to Management Consulting

- The definition and role of management consultants
- Understanding the process and practices in Management Consulting
- Major Practice Areas in Consulting/Specializations
- The Consulting Industry-Locally and Globally
- Understanding the diversity in consulting roles
- Key Consulting Services in Demand
- Emerging Opportunities and Challenges faced by consulting firms

Marketing and Management of Consulting Projects

- Exploring opportunities for consulting services
- Understanding client needs
- Managing client expectations
- Reviewing competitive landscape
- Writing winning proposals
- Exploring innovative methodologies
- Ensuring quality Deliverable
- Preparing effective presentations
- Managing relationship with client and understanding their values

Essential Consulting Skills, Competencies and Values

- Problem Solving and Critical Thinking Skills
- Data Analysis and Decision Making
- Communication and presentation skills
- Project Management Skills
- Professionalism and Ethics in Consulting
- Conflict Resolution



30,000+
Participants Trained



16,00+
Training since 2009



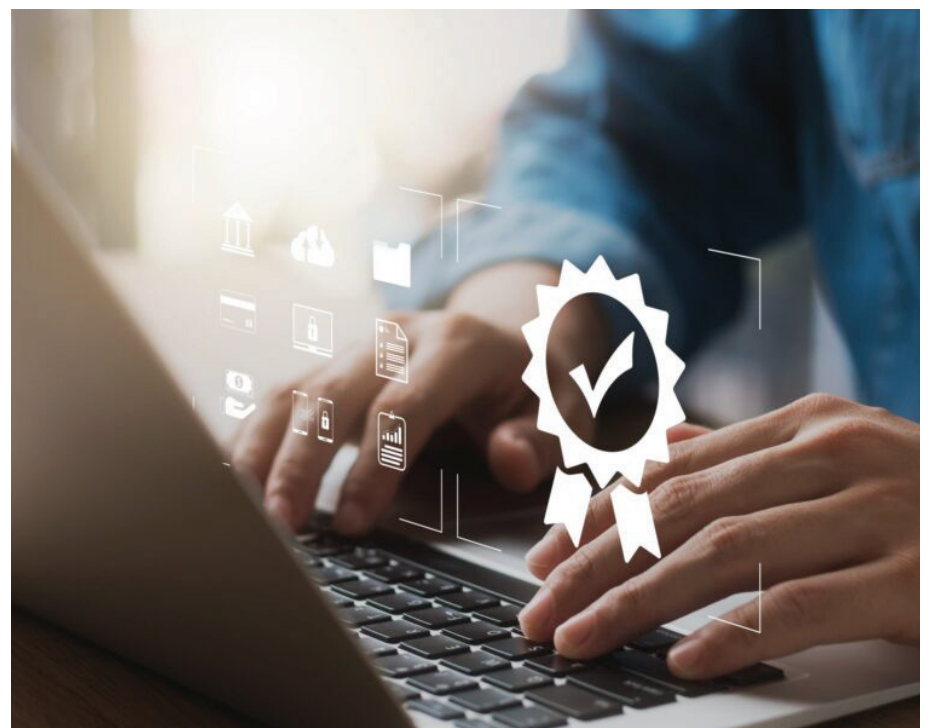
225+
Companies



80+
Trainers

Who should attend?

- All corporate managers keen to develop problem solving skills
- Those working as consultants and looking to reinforce their knowledge and skills
- Young professionals aspiring for a career in management consulting
- Mid-career managers who want to work as individual consultants



Investment

PKR 50,000 + 5% SST

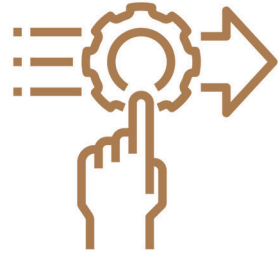


Syed Waqaruddin Hyder
Director, Sidat Hyder Morshed Associates

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