

Essential Consulting Skills Training Course

12 – 16 April 2027
Milan

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Training Center

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Ref: 2185_259867 **Date:** 12 – 16 April 2027 **Location:** Milan **Fees:** 5700 Euro

Overview

Essential Consulting Skills Training Course is a one-week foundation course for new and internal consultants, analysts, subject experts and advisory managers, who leave with a Consulting Engagement Delivery File. The course connects client discovery, engagement framing, scope, problem definition, hypotheses, structured analysis, interviews, evidence synthesis, recommendation design, facilitation, executive communication, resistance, ethics and handover. It addresses the need to turn expertise into clear client outcomes. Agile Leaders Training Center presents practical consulting engagement skills.

Who Should Attend

- People responsible for advising external clients or internal stakeholders
- People moving from technical expertise into consulting roles
- Teams responsible for analysis, recommendations and advisory delivery
- Project professionals supporting discovery and stakeholder engagement
- Managers responsible for internal consulting and change support

The course assumes participants contribute expertise or analysis to organizational decisions; it leaves out specialist legal advice, sales prospecting and formal project-management certification.

Departments and Industries

The course supports consulting practice across internal and external advisory settings.

- Strategy, transformation and business-improvement functions
- Human resources, finance and technology advisory teams
- Professional-services and independent consulting firms
- Healthcare, education and financial-services organizations
- Manufacturing, energy and public-service institutions
- Project, change and organizational-development offices

Learning Objectives

By the end of this course, participants will be able to:

- Analyze client needs and engagement context.
- Build a clear scope, problem statement and hypotheses.
- Apply interviews and structured evidence analysis.
- Evaluate options and design defensible recommendations.
- Use facilitation and executive communication methods.
- Build a Consulting Engagement Delivery File.

Course Agenda

Day 1: Frame the Consulting Engagement

- Consulting Engagement Lifecycle Map
- Client Context and Outcome Discovery Guide
- Stakeholder, Sponsor and User Map
- Scope, Deliverable and Boundary Statement
- Engagement Risk and Assumption Register

Day 2: Define the Problem

- Current-State and Desired-Outcome Gap
- SMART Problem Statement Template
- Issue Tree and MECE Structure
- Hypothesis and Evidence Plan
- Interview Guide and Question Sequence

Day 3: Analyze Evidence and Options

- Qualitative and Quantitative Evidence Matrix
- Interview Note Coding and Theme Map
- Root Cause Analysis and Causal Test
- Option Appraisal and Decision Criteria
- Finding, Insight and Implication Chain

Day 4: Design and Communicate Advice

- Recommendation Logic and Action Architecture
- Executive Storyline and Pyramid Structure
- Consulting Slide and Report Quality Checklist
- Facilitation Plan and Participation Method
- Resistance, Objection and Response Map

Day 5: Practice Consulting Delivery

- Exercise: Conduct a Client Discovery Conversation
- Exercise: Build an Issue Tree and Evidence Plan
- Exercise: Synthesize Findings into Recommendations
- Exercise: Facilitate an Executive Decision Discussion
- Capstone Exercise: Complete the Consulting Engagement Delivery File

Practical Exercises

The course uses suggested activities based on people, operations, technology and service-improvement consulting scenarios.

- Suggested activity: convert a broad client request into outcomes, scope and boundaries.
- Suggested activity: interview a stakeholder and organize evidence into themes.
- Suggested activity: compare options and build a recommendation supported by evidence.
- Suggested activity: present advice, respond to resistance and agree a handover.

FAQs

Who suits essential consulting skills training?

Essential consulting skills training suits new consultants, internal advisors, analysts, subject experts and managers who need a structured way to diagnose needs and deliver advice.

How do consulting skills differ from general problem-solving skills?

Consulting skills combine problem solving with client contracting, discovery, stakeholder interviews, scope control, evidence synthesis, recommendation communication, facilitation and knowledge transfer.

What makes a consulting problem statement useful?

A useful consulting problem statement defines the current condition, desired outcome, affected stakeholders, evidence, constraints and decision required without assuming the solution.

How should consultants structure recommendations?

Consultants should connect findings to implications, compare feasible options, state the recommended action, identify risks and dependencies, and define ownership and next steps.

What should a consulting engagement handover include?

A consulting handover should include agreed deliverables, decisions, supporting evidence, implementation priorities, owners, risks, open issues, knowledge-transfer materials and acceptance criteria.

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Conclusion

Participants take back a Consulting Engagement Delivery File linking discovery, scope, problem structure, evidence, findings, recommendations, communication and handover. The file makes advisory reasoning and commitments traceable. It supports consistent consulting work across internal and external settings while preserving the need for specialist subject expertise.