



Nottingham University  
**Business School**

UK | CHINA | MALAYSIA

# Management Consulting Skills for Executives

## **Build in-house consultancy capability**

A three-day course to equip you with tools and techniques to solve strategic issues with in your organisation



**This three-day course will provide you with effective tools and techniques in management consulting to solve strategic issues within your organisation.**

Drawing on insights from industry experts and leading academics, the programme delivers a well-rounded experience that will give you a comprehensive set of valuable problem - solving skills.

## Who is it for?

If you are in leader or manager, seeking to increase your skills and capability in Management Consultancy, this course will be of interest to you.

It is open to leaders and managers from a broad range of sectors, industries and geographies with different backgrounds and experiences.



This course will help managers and leaders understand how to influence change and problem resolutions beyond their comfort zones.

**Andrew Bacon MBE, Professor of Practice, Nottingham University Business School**



# How this course will benefit you



## By completing this three-day programme you will:

- Understand the concept of the Consultative Mindset and how to act as a trusted advisor.
- Find out how Issue-Based Consulting (IBC) is used by top-level consulting firms to understand the underlying problems within an organisation. It will enable you to manage complex problem-solving within the organisation and generate alternative solutions.
- Build on your understanding of IBC to explore how Management Consultants develop findings and conclusions and how recommendations are generated.
- Provide you with the skills to effectively communicate recommendations within your organisation.

**You will benefit from learning directly from highly experienced Management Consultants along with outstanding University of Nottingham lecturers and Professors of Practice with consultancy expertise.**

You have in-house financial expertise. You have in-house legal expertise. It could pay for you to have in-house consultancy expertise.

**Keith Burgess, Chartered Management Consultant, Management Consulting Curriculum Lead, EMEA, IBM**





# The programme



The programme is delivered through workshops providing you with a range of in-depth learning experiences.



## Workshops

These workshops will give you the knowledge and opportunity to develop skills for you and your organisation. You will gain the skills to identify the key problem impacting your organisation, to define a hypothesis and collate the data from your people and organisation.

The final workshop will show you how to present your findings to gain buy-in from key stakeholders to address and solve these organisational problems.

## Discover

- The Consultative mindset – how to communicate as a consultant, nurturing relationships for trust, and working in high performance teams.
- How to define and structure the problem within the organisation, and techniques to plan and gather information to review the problem.
- How to develop your findings through data gathering and synthesis, to form recommendations or solutions and generate buy-in from your organisation.



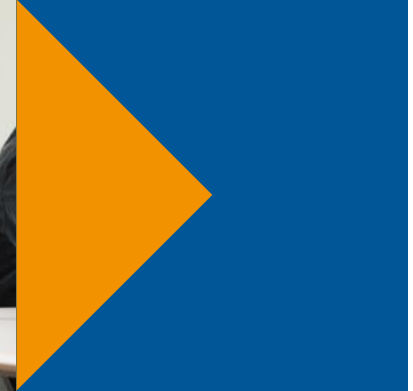
# The programme



## Workshop sessions

The workshops are delivered through three workshops scheduled one week apart to allow personal reflection.

The programme has been co-developed by Management Consultants and practitioners from the University of Nottingham who will share their extensive knowledge and experience to develop your skills and expertise to help develop your career in consulting.



## Workshop topics

These workshops provide the tools and techniques to provide in-house consultancy and change management by upskilling managers and leaders within the organisation.

### Day One

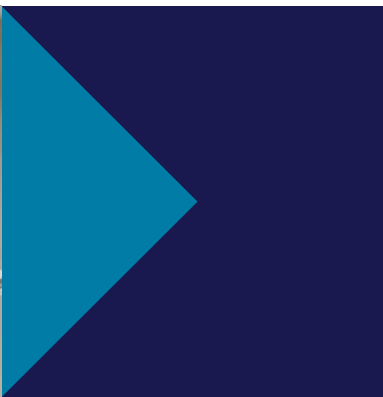
Developing the Consultative Mindset

### Day Two

Introduction to Issue-Based Consulting

### Day Three

Issue-based Consulting - Achieving Results





### Among an elite group of business schools

**Nottingham University Business School** is among an elite group of business schools worldwide that hold 'triple crown' accreditation from the three most influential accrediting organisations: AACSB, AMBA, and EQUIS. Employers recognise the accolade as a mark of high standards, quality, and reputation.



### Digital Centre of Excellence

Nottingham University Business School is working with some of the world's leading business software providers, enabling our students to become cloud and data ready in an increasingly digital world.



### Small Business Charter Award

The School also holds a Small Business Charter (SBC) Award in recognition of its role in engaging with the needs of the regional business community and its leadership in providing enterprise skills development.



### UK top 20\* research-intensive university

**The University of Nottingham** is a UK top 20\* research-intensive university shortlisted by the Times Higher Education for its coveted University of the Year Award on four occasions in the last ten years. It has award-winning campuses in the UK, China and Malaysia and hosts a global academic community in all three countries.



### Location

The programme will be hosted at The Jubilee conference centre located on our award-winning Jubilee Campus – one of the most beautiful study environments in the UK. It covers 65 acres and boasts eco-friendly and sustainable buildings, green spaces, wildlife and lake.



\* QS World Rankings and THE World University Rankings 2022



# How to apply

## Apply now

Applications are encouraged from all industry sectors and business functions.

Applicants are expected to have at a minimum of five years' management experience in order to actively engage and participate with in class discussions.

Our Executive Education programmes are delivered in English.

## Course dates

The course is delivered over three days:  
25 November, 2 and 9 December 2022

If you would like to have an informal discussion regarding this programme, please contact our Executive Education Programme Manager, Nikita Vyas.



**Telephone** 07855 981 278

## Fee

The programme fee is £2,099.

This fee includes study materials, refreshments, lunch, and a networking dinner. The fee excludes residential accommodation.

### Early Bird discount

Apply by 14 October 2022 for a **20%** fee reduction.

### Alumni discount

All University of Nottingham alumni are entitled to a **20%** fee reduction. Please provide details on registration.

### UK and Global Corporate fee reductions

Our Executive Education programmes are available to UK and Global corporates. Please contact our team for a discussion on how our open programmes could benefit your organisation. Fee reductions are available for multiple registrations.



**Book your place** [nott.ac/execed](https://nott.ac/execed)



**executiveeducation@nottingham.ac.uk**