

Grow your consulting business? *Know how.*

From diagnosing what a business needs to mastering writing a winning proposal, learn the skills you need to start, scale up and turn your expertise into a profitable consulting business.



From starting a consulting business to delivering best practice advice, we *know how*.

The Grow Your Consulting Business series is a set of training courses that shares essential skills, resources and techniques for effective and impactful consulting as well as for running a successful consulting business. The courses deliver the know how necessary to go from embarking on a consulting career to running a profitable business and will help you deliver high quality advice that small and medium-sized businesses are ready to pay for.

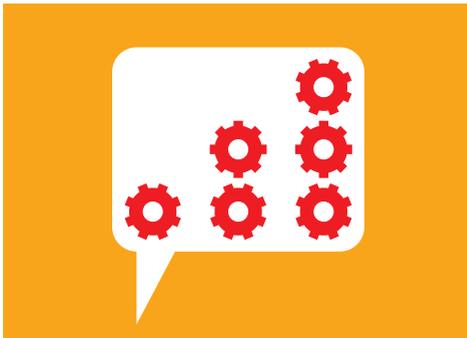
Whatever your level of experience, our training courses provide best in class consulting tool kits and frameworks to help you take your ambitions forward and build a durable consulting business.

So, whether you're an expert looking to use that knowledge as a professional consultant, a young consultant seeking to build up your consulting skills, a senior member of a consulting firm eager to learn about new specialisations or the owner of a consulting business seeking to enhance your business model, get the training you need to step up your game.

There are seven courses:

- Starting a consulting business
- Management consulting essentials
- Managing a consulting business
- Marketing and selling management consulting services
- Business diagnostics for consulting
- Project management for consulting
- Change management.

You can take one course, or four, or all seven, it's up to you and what you need. Thanks to generous support of our donors, we charge a reduced participation cost for each course. For more information on the course and how to register, you can reach us by phone or email or visit www.ebrd.com/knowhow/consultant



Foundations of consulting

Management consulting essentials

This 5-day course gives a complete overview of the essentials of management consulting. From writing a winning proposal to managing relationships with clients and the foundations of project management, learn how to deliver high quality advice in line with industry standards.

Your consulting practice

Starting a consulting business

If you have business knowledge or technical expertise that you believe is valuable to small and medium-sized businesses, this 2-day course will help you learn how to turn that into a successful consulting business. From the legalities of starting a business to winning your first clients and essential business management skills, learn how to use your experience to deliver high quality advice small businesses will pay for.

Managing a consulting business

Hone your business management skills with this 3-day course for owners and managers of consulting businesses. From reaching out to new client groups to managing talent and resources, learn how to make your business more effective, more competitive and more profitable.

Marketing and selling consulting services

For many small and medium-sized businesses, engaging an external consultant is not something they have ever considered.

From making your voice heard to drafting winning proposals and managing relationships with clients, this 4-day course will help you market your consulting services more widely and more effectively and attract more clients.

In depth consulting skills

Business diagnostics for consulting

From selecting to applying the right diagnostic tools, learn how to identify the root of your client's problem and recommend solutions. With a focus on implementation, this 3-day course strengthens your analytical and advisory capabilities, helping you to deliver results that are truly relevant to your clients.

Project management for consulting

This 4-day course gives you the project management skills necessary to deliver high quality projects, effectively. Develop a tool kit of ideas, methodologies, frameworks and processes designed to help you meet the demands of sophisticated consulting projects and deliver larger and more complex projects for your clients.

Change management

This 4-day course gives you the insights, practical knowledge and skills necessary to advise clients on how to drive change initiatives effectively. From understanding the specifics and features of different change management approaches to identifying appropriate tools to lead successful transformative projects, learn how to assess your client's readiness for change and help it to be accepted and implemented in the workplace.
