



Issue Based Consulting

Key factors for a professional level of consultancy:

- ◆ The analysis must be perfect
- ◆ The message to the customer must be clear
- ◆ The engagement (consulting project) must be efficient

Results

Issue Based Consulting offers tangible results immediately. Consultants will benefit from improved skills and a structured approach. Results will be measured by an efficient use of resources (benefit up to 40%) and a more customer orientated approach, thus increasing revenue.

Training

Consulting Methodology offers worldwide coverage for training and consultancy. Contact us for more information

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Managers and consultants both try to solve and manage complex business problems. As the complexity rises, more information is needed. In many cases the decision making process is based on opinions and gut-feeling.

If we want to initiate new projects or initiatives to change the current situation, we need the buy-in and the support of all stake-holders and staff involved.

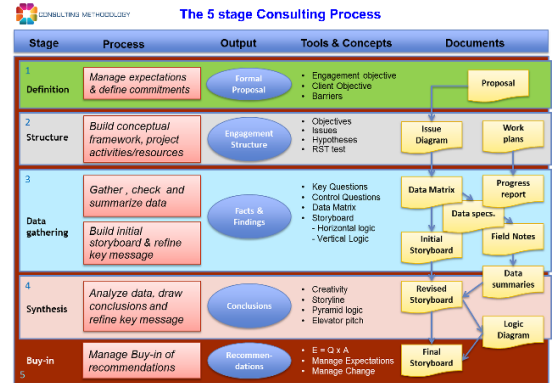
Still, every Gartner, Forrester or IDC study shows us the majority of the projects and change initiatives fail. The quality of the solution and support from stake-holders are important factors here.

Issue Based Consulting (IBC) is a process driven non-proprietary technique for professional consulting. The consulting process is defined from initial customer contact to the creation of the end-recommendation.

Create buy-in with key stake-holders and manage change are essential elements of the methodology. The method helps us to solve complex business problems in the most efficient and effective way.

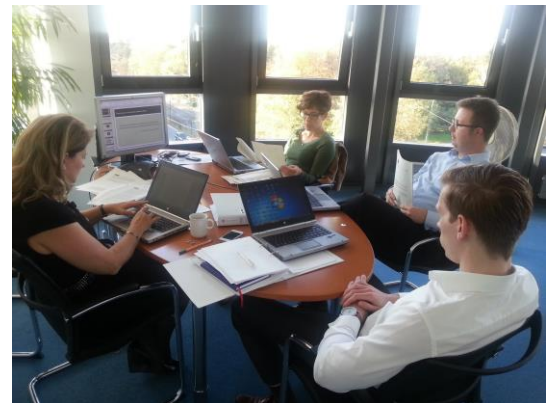
The stages of the IBC methodology cover the entire consulting engagement from start to finish and is the essential toolkit for consulting professionals.

- 🎨 Definition stage
- 🎨 Structure stage
- 🎨 Data gathering stage
- 🎨 Synthesis stage
- 🎨 Buy-in stage



Advantages of Issue Based Consulting:

- 🎨 You are able to convince your customer of the value of your help in a better way?
- 🎨 You are able to distillate the root cause of perceived problems in a very short time.
- 🎨 You are able to create an effective solution and create buy-in with customer and stake-holders.
- 🎨 You are in control of your consulting engagement and your team, due to a structure and a well-defined scope you are able to manage the process.



Audience:

- The methodology and related training are focused on a bachelor or academic level audience with at least 5 years of relevant working experience.
- 🎨 Experienced professionals who want to enter the field of consulting.
 - 🎨 Consultants who want to expand their expertise with a new method to improve the structure, effectiveness and commercial approach of their assignments.
 - 🎨 Experienced consultants who seek an innovative approach to create more value for their customers.