

Know change management for consulting. See *how* to put it into practice.

Change management for consulting Training course for business consultants Dates: 29-30 October 2018 and 20-21 November 2018 Tirana, Albania

Learn the change management skills to meet the demands of sophisticated clients. This course provides the tools, methodologies and processes of change management in consulting projects. This course will be held in Tirana, Hotel Plaza, on 29 and 30 October 2018 and on 20 and 21 November 2018 (four full days).

Course target participants:

- This course is for consultants who carry out organizational changes in companies through the implementation of their consulting projects
- Initially the course will target consultants who are currently involved in implementation of complex ASB projects (Local consultancy)
- This training is intended for experienced consultants (at least 5 years in consulting) in the field of management consulting (IT projects, implementation of production systems, strategic management, HR, etc.). The training is not intended for consultants in areas of finance, accounting, audit, purely research companies.

This course will help you to:

- Understand how to apply project management principles and best practices specifically to consulting projects
- Employ these best practices across every phase of the project from initiation through planning, execution, monitoring and control and closing a project
- Develop tools for project scoping, creating a project plan, assessing and managing project risk, scheduling, budgeting and budget control, controlling and managing change
- Learn how to control and manage the contracting process
- Estimate and schedule task work, duration and costs with confidence
- Implement risk management techniques and mitigation strategies
- Lead a project team and monitor project progress through successful execution

The course is interactive and includes practical exercises and real-life examples, walking you through a sample consulting project from beginning to end. The trainers are all experienced project management and consulting practitioners, who have seen the difference that skilful project management makes. You will also have the opportunity to meet other consultants, learn from each other experiences and develop a professional network.

Course duration and composition:

The course duration is 2+2 days with approx. 4 weeks between the modules.

The first part will focus on various change management models, approaches and insights including:

- Force field analysis
- One-dimensional v/s a multidimensional approach to change
- Identifying the key challenges in change processes
- Generating support for and involvement in change initiatives
- Stakeholder Management
- Strategy and key success factors of organizational change

Then the participants will be given an assignment to apply the tools/concepts to one of their current consultancy projects (ideally supported by ASB).

The second part of the course will focus on change management in practice and will include the following topics:

- Homework assignment: sharing of experiences, effective practices and lessons learned.
- Organisational culture in relation to change initiatives
- Skilled facilitation at different organisational levels
- Practical exercises

The training will be delivered by international consultant with experience in delivering trainings for EBRD. The training course fee is EUR 256 and the course will be delivered in English. The price includes training hand-out materials, refreshments and a follow-up consulting/coaching or additional workshop session provided two months after the course.

Meet your trainer



Janet Poot is an international business consultant and trainer. She is also a published author. Janet lives in The Netherlands and is originally from South Africa. She has an entrepreneurial background having established and run a marketing company that conducted marketing campaigns for leading multinationals in 12 countries. She employed an international workforce and had two branch offices abroad for over 10 years. Janet prepared in the United States for a career in the field of consultancy. She established her second company, JPC International (registered as JPCorporate International BV) to focus on leadership development and consulting across cultures and borders. Company website: www.jpcint.com.

Janet has built extensive expertise in the fields of leadership consultancy, developing & conducting training programmes and executive coaching. She is used to working with a wide range of nationalities and with organisations ranging from SMEs to multinationals. She has carried out coaching and interim assignments for European, American, African and Asian organisations in most regions of continental Europe, England and in South Africa. Her most recent working experience for the EBRD has been in Albania, Macedonia and Georgia.

Janet is the author of “A Different Kind of Leader— accelerating progress in a world of disruption”.