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Consultant		Training Course Group	Course	Name	Project Management Fundamentals	Industry Business Operations Knowledge Fundamentals	Business Model Fundamentals	Consulting Fundamentals	Consulting Methodology Fundamentals	Consulting Methodology Principles	Assessment of Business Models and Processes	Problem Analysis and Solution Development	Environment Investigation and Analysis / Organization of Business Problems	Leadership Skills Required of Consultant	Communication Skills Required of Consultant	Negotiation Skills Required of Consultant	Trends	Industry Business Trends	Latest Technology Trends	Community Activities	Enterprise Architecture	IT Governance and IT Management	Asset Management	Specialty to Industry (Finance)	Specialty to Industry (Manufacturing and Distribution)	Specialty to Industry (Public Sector)
Project Management				Project Procurement Management -Plan Purchases and Acquisitions -Plan Contracting -Request Seller Responses -Select Sellers -Contract Administration -Contract Closure																						
Leadership				Leadership -Fundamentals and Principles of Leadership -Teamwork and Communication -Project Objectives Setting -Project Promotion -Project Execution -Project Management -Collaboration Between Team Members -Motivating Team Members and Provision for Feelings of Accomplishment -Professionalism -Mindset -Customer-oriented Approach -Professional Mindset -Behavior and Mindset making the most of knowledge and abilities										*												
Communication				2-Way Communication -Dialogue and Interview -Information Transfer -Utilization and Practice of Communication Techniques -Utilization and Practice of Effective Speaking and Listening	*										*											
Communication				Transmission of Information -Utilization and Practice of Presentation Techniques -Utilization and Practice of Creation of Official and Non-official Documents -Technical Writing -Media Selection -Utilization and Practice of Persuasion Techniques	*										*											
Communication				Organization, Analysis and Retrieval of Information -Development and Practice of Status Response Capabilities to Understand Situations -Utilization and Practice of Capabilities to Understand Situations -Utilization and Practice of Meeting Management Techniques	*										*											
Negotiation				Negotiation -Utilization and Practice of Negotiation Process -Utilization and Practice of Effective Negotiation Techniques -Establishment of Trust Relationship -Objectives Setting -Common Interest -Practice of Logical Thinking -Utilization and Practice of Problem Solving Techniques	*											*										