



SCHOOL OF  
CONSULTING

# 47 Short Courses

**Business Diagnostic Assessment Tool**

Learn how to:

- Assess performance across several aspects of the business
- Identifying potential areas of intervention for business improvement
- Propose consulting intervention to bridge performance gaps

Fee - \$50 <https://setar.co/46pkw>

**Capability Gap Assessment Tool**

Learn how to:

- Identify gaps between present productivity and capabilities
- Identifying potential areas of intervention for business improvement
- Propose consulting intervention to bridge performance gaps

Fee - \$50 <https://setar.co/46pkw>

**The 5 Whys**

Define the Problem

Why is it happening?

Why is that?

Why is that?

Why is that?

Why is that?

Root Cause

**Designing a Business Growth Plan for Business**

Learn how to:

- Develop a business growth plan for your client and help identify and implement strategies to boost revenue
- Expand customer base or create new products and successfully grow a client's business
- Design and use a business growth plan to motivate teams and encourage goal-setting practices

Fee - \$50

**Ranking**

**Solution Ideation & Ranking Framework - How to Select the Best Ideas**

Learn how to:

- Prioritize Potential business improvement initiatives
- Utilise a scoring system to measure the positive impact of potential business improvement projects against a set of targeted business metrics
- Help clients make decisions based on various alternative

Fee - \$50

**Designing Business Models using the Business Canvas**

Learn how to:

- Use the Business Canvas to design Business Models
- Design how you will reach and serve your customers
- How you will generate revenue from them, what resources and activities you need to create and deliver your value proposition
- Identify partners you will work with, and what costs you will incur

Fee - \$50

**Writing Effective Business Proposals**

Learn how to:

- Present persuasive Business Proposals
- Write logical and sequential Business Proposals
- Learn how to show understanding of Customer's Business Needs
- Learn how to structure your Proposal and use of compelling materials such as text, graphics, video, images, etc.

Fee - \$50

**Consulting Pricing & Setting Professional Charges**

Learn how to:

- Determine how to calculate cost per hour, day, week, month, etc.
- Different pricing models, cost, savings, value, etc.
- Determine what is covered in Professional Charges

Fee - \$50

**ISO 20700 - Guidelines for Management Consultancy**

Learn how to:

- Use ISO 20700 guidelines for effective management of consulting services
- Contract, Execute and Close Consulting Assignments using ISO 20700
- Use practical guidelines based on outcomes and understanding clients' needs.
- Use as delivering Consulting Services based on international Standards

Fee - \$100

**Project Management**

Learn:

- Overview of Project Management and how it relates to Consulting
- How to apply Project Management Methodology to delivering Consulting Projects
- How to use Project Management Skills from planning stage to completion

Fee - \$100

**Project Management Reports, Tools & Templates**

Learn how to:

- Use Project Management tools to Plan, implement, Control and close Projects
- Use reporting tools to update status, project highlight issues, risk, change
- Learn how to use template to deliver Projects according to plan, budget and time

Fee - \$100

**Managing a Consulting Practice**

This training is based on the following pillars:

- Understanding the Customer's Pain Point or Needs
- Developing Appropriate Products or Services
- Offering Client's your Solutions
- Delivering the Solutions
- Learn how to spread and position your Consulting Business.
- Training covers including Attraction, Engagement and Conversion Strategies
- Building Client's Database, Marketing, Upselling and Cross Selling

Fee - \$100

**DIGITAL MARKETING**

Learn how to:

- Use digital marketing to reach your audience and grow your business
- Use different types of digital marketing, why it is important for a business and how to use it effectively
- Learn different digital marketing strategies using AI, Social Media, SEO Optimization, Web Marketing, etc.

Fee - \$100

**Unpaid Bills - Reduce Clients Debts & Getting Paid on Time**

Learn how to:

- Manage client's risk and exposure to indebtedness
- Strategies to consolidate or reduce clients debt
- Learn debt recovery strategies
- How to avoid clients owing you

Fee - \$50

**Finance and Consultancy Solution**

Learn how to:

- Manage client's risk and exposure to indebtedness
- Strategies to consolidate or reduce clients debt
- Learn debt recovery strategies
- How to avoid clients owing you

Fee - \$50

**SCHOOL OF CONSULTING**

**DEVELOPING INTERNAL CONSULTING SKILLS (DICS)**



## **COST**

### **Short Consulting Courses**

Buy 30 (from 47) Courses  
for only \$350

20 for \$300

1 Course for \$20

### **Terms**

Complete over 3 Month

Pay in Instalments

Deposit Required

# CONSULTING TOOLS COURSES

- 1. Business Diagnostic Assessment Tool
- 2. Capability Gap Assessment Tool
- 3. Problem Solving Tools - 5 Whys & Fishbone Diagram
- 4. Root Cause Analysis Tool
- 5. Accelerated SWOT Analysis Tool
- 6. Benchmarking Assessment Template
- 7. Business Initiative Project Charter
- 8. Business Vision Template
- 9. Organization Impact Assessment Template
- 10. Pain Point Analysis Tool

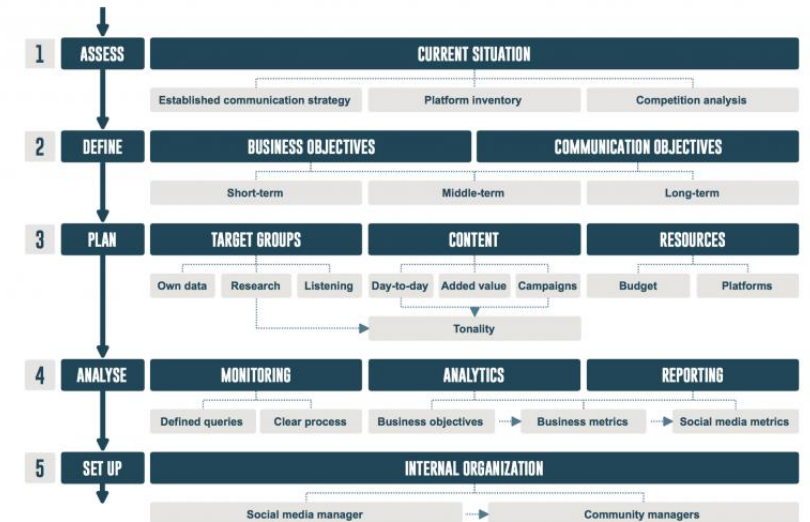


# CONSULTING FRAMEWORK TRAINING

- 1. Cost-Benefit Assessment Framework
- 2. Solution Ideation & Ranking Framework - How to Select the Best Ideas
- 3. Cost-Benefit Assessment Framework
- 4. Customer Experience Design Framework
- 5. Future State Process Change Framework
- 6. PEST Analysis Trend Matrix
- 7. Process Flow Analysis Framework
- 8. Business Transformation Framework
- 9. Customer Experience Design Framework
- 10. Future State Process Change Framework

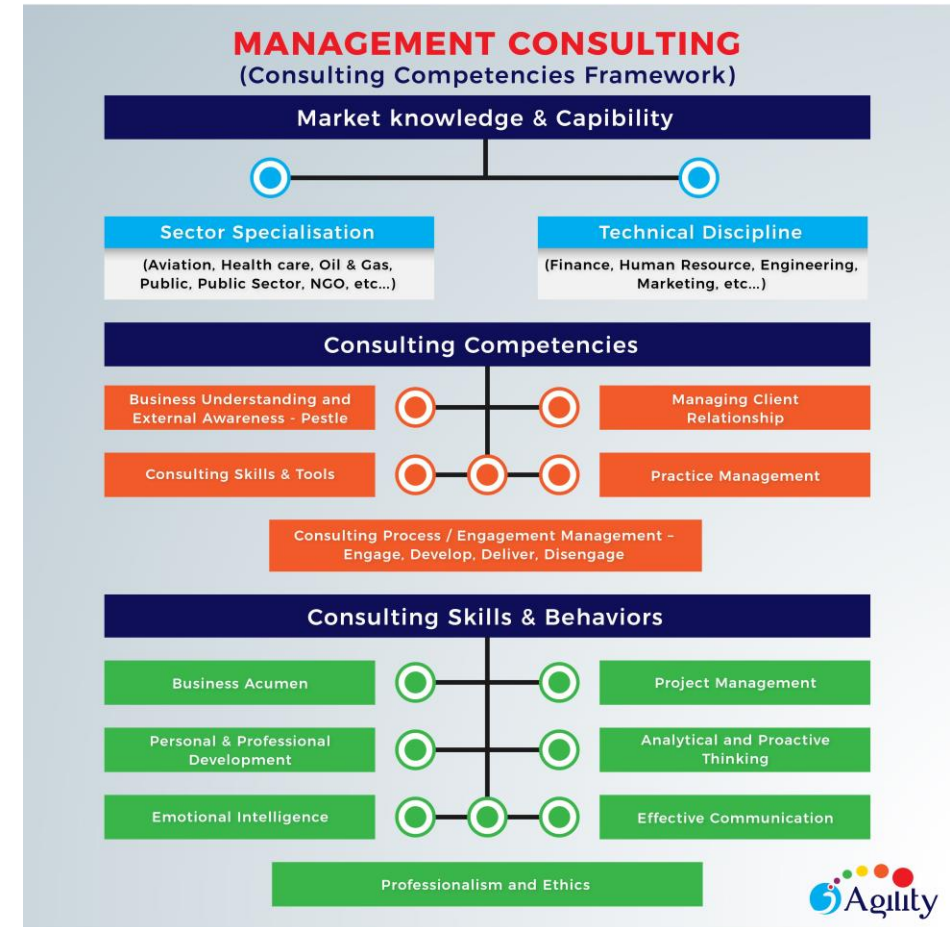
## 5-STEP STRATEGY FRAMEWORK

[www.clement-weyer.lu](http://www.clement-weyer.lu)  
[hello@clement-weyer.lu](mailto:hello@clement-weyer.lu)



# CONSULTING COMPETENCY TRAINING

- 1. Writing Effective Consulting Proposals
- 2. Designing Business Model using the Business Canvas
- 3. Designing a Business Growth Plan for a Business
- 4. Consulting Pricing & Setting Professional Charges
- 5. Reduce Clients Debts; Getting Paid on Time
- 6. Digital Marketing Skill for Consultants
- 7. Designing E Commerce & Database Website using WIX
- 8. Managing a Consulting Practice
- 9. Strategy Pyramid
- 10. Business Initiative Project Charter



# PROJECT MANAGEMENT REPORTING TOOLS

- 1. Project Evaluation Template
- 2. Project Issues Register
- 3. Project Risk Register
- 4. Project Status Report Template
- 5. Project Executive Update Template
- 6. RACI Matrix Template
- 7. Swimlane Process Map Template





# HR CONSULTING COURSES

1. HR Strategy Development
2. Compensation & Benefits
3. Recruitment
4. HR Capacity Gap Assessment
5. Training Needs Analysis
6. Competency Framework Development
7. HR Processes, Procedures & Policy
8. HR Project Management
9. Managing Organizational Change
10. Resource Planning & Scheduling





## BOOKING

- Email: [admin@schoolofconsulting.com](mailto:admin@schoolofconsulting.com)
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- Website: [www.schoolofconsulting.com/shortcourses](http://www.schoolofconsulting.com/shortcourses)