
Know the essentials of managing a consulting business. See *how* to put them into practice.

Managing a consulting business Training course for business consultants 27-29 October 2015, Tirana, Grand Hotel

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. Held in Tirana on 27-29 October 2015 (three full days), this course gives a complete overview of managing a consulting business.

Know how to deliver advice in line with industry standards

This course will help you:

- Make the most of the talent and skills of your partners and staff to develop and expand your business
- Learn and apply business models and best practice strategies specifically relevant to consulting companies
- Discover technology and financial models to help you manage your business more efficiently
- Recognise potential risks and learn how to engage in effective risk management
- Learn firm development skills and management behaviours specifically for management of a professional services company, including techniques for managing the consulting/client interface, managing internal knowledge and instituting an effective management culture
- Understand IP development and protection concerns
- Learn how to complement your expertise and build partnerships/strategic alliances

Within the course, you will also prepare an individual Action Plan for your business. The courses are interactive and discussion based, with a focus on practical tools. The trainers are all experienced practitioners, who know what it takes to manage a successful consulting business.

Opening up opportunities. We know how.

The training will be delivered by KEYPATH Limited (UK), who have been selected by the EBRD because they are experienced practitioners, who know what it takes to successfully sell advice.

The training course fee is EUR 190 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.

To participate please fill out the online application form by clicking on the www.albconsulting.org by COB 23 October, 2015. For additional inquiries please send an e-mail to knowhowalbania@ebrd.com or call us on 42259439, or 0692060856.

Grow your consulting business? *Know how.*

At the European Bank for Reconstruction and Development (EBRD), we don't just provide finance. We also provide business advice to small and medium-sized businesses in 25 countries, working with more than 6,000 consultants and over 1,500 international experts.

We believe that businesses need professional know-how to grow and stay competitive. But we also know how important it is for consultants to keep broadening their expertise so they can offer truly best-in-class solutions to their clients. The Grow Your Consulting Business Training 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. So, whether you're an expert looking to use your knowledge as a professional consultant, a young consultant seeking to build up your 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 six courses:

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

Know your trainers

Nicholas Warn is a Certified Management Consultant and a Chartered Engineer with 23 years' experience in Management Consulting after following a successful career with a number of large multinational manufacturing companies. He is Managing Director of Keypath Ltd. and has completed many successful business performance improvement projects in a variety of sectors and in a number of countries in Europe and the Middle East. He is a Fellow of the UK Institute of Consulting and was formerly their Chief Assessor for CMC. He is also a Master Assessor for the EFQM Excellence Award. He now concentrates his expertise in training Business Advisors and Consultants and undertaking assignments in Business Diagnostics and Action Planning, Performance Management using varied business models and international management standards and Business Process Analysis and Improvement. He has recently completed an assignment to develop the new global consultancy standards for the International Council of Management Consultancy Institutes (ICMCI).