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EMPOWERED

EXECUTIVE SUMMARY Consulting Skills NQF Level 5

Faculty of Business: Management Sciences

Learning Programme Title	Consulting Skills	
Learning Programme ID	115402 and 115403	
Registration End Date	2018-06-30	
Last Date for Enrolment	2019-06-30	
Duration	5 Days	
NQF Level	5	
Minimum Credits	12	
Learning Assumed to be in Place	It is assumed that learners are competent	
Learning Assumed to be in Flace	in Communication at NQF level 4.	
	National Certificate: Business Consulting	
Originating Qualification	Practice (Enterprise Resource Planning)	
	NQF Lev 5 (NLRD 48874)	

Knowledge Leadership Management

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Specific Outcomes

- Obtain a clear, accurate understanding of the problems affecting a client's business.
- Assess the symptoms of the problems identified.
- Identify the core source of the problem(s).
- Identify all possible ways of eliminating the problem.
- Apply a suitable consulting model to the task of selecting the appropriate solution.
- Obtain an accurate picture of the client and his/her organisation.
- Assess the personal and professional motivations of clients and customers.
- Assist the client to engage in clear and directed thinking with regard to problem diagnosis.
- Establish a long-term relationship of trust and collaboration between consultant and client.

Obtaining an Accurate Picture of the

Content Outline

- Client

 Assessing the Personal and
- Professional Motivations of Clients and Customers
- Assisting the Client to Engage in Clear and Directed Thinking with Regard to Problem Diagnosis
- Establishing a long-term relationship of Trust and Collaboration between Consultant and Client
- Obtain a Clear, Accurate
 Understanding of the Problems
 affecting a Client's Business
- Assess the Symptoms of the Problems Identified
- Identify the Core Source of the Problem(s)
- Identify all possible ways of eliminating the Problem
- Apply a suitable Consulting Model to the Task of selecting the appropriate Solution

Qualification Overview

ID	Unit Standard Title	Level	Credits	
115402	Assist in researching the problem and the solution within a consulting context	5	6	
115403	Know the client within a consulting contract	5	6	
		Total	12	