

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 in Communication at NQF level 4.
Originating Qualification	National Certificate: Business Consulting Practice (Enterprise Resource Planning) NQF Lev 5 (NLRD 48874)

Knowledge Leadership Management

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Specific Outcomes	Content Outline
<ul style="list-style-type: none">▪ 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.	<ul style="list-style-type: none">▪ Obtaining an Accurate Picture of the 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