

NEWS! NEWS! NEWS!



ProfWeb to host Principles of Professional Consulting Course

30 May 2011 - In response to industry demand, ProfWeb, a specialist professional services company, is hosting its renowned Principles of Professional Consulting (PPC) course on the 23rd and 24th June 2011 at the Sandton Hilton. The course, recognised by the Institute of Management Consultants of South Africa (IMCSA), targets professional consultants and is intended to give both seasoned consultants and newcomers to the sector a comprehensive overview of the principles of professional consulting.

Angelo Kehayas, CEO of the ProfWeb Group says: "The PPC course is designed with the professional consultant in mind but is also relevant to those entering the profession. In South Africa our management consultants match the best in the world because we are used to dealing with a much broader range of challenges and complexities than our international counterparts who tend to be far more specialised."

The PPC course is aimed at a Post Graduate Level , and is an introduction to the profession of management consulting and provides a combination of skills, knowledge, experience, and ability in order to bridge the gap between line management and management consulting.

The PPC programme offered by ProfWeb, is customised and contextualised training. It is certified and recognised by the Institute of Management Consultants in South Africa (IMCSA) and is therefore a globally recognised training course. "Management consultants going through the PPC course will earn learning credits towards the official Certified Management Consultant (CMC) certification which

is recognised in 50 countries around the world,” says Kehayas. The CMC guarantees reciprocity between any of the participating nations.

“Organisations that employ consultants, whether they work internally or externally, need to know that they are operating professionally and are able to apply the full consulting life cycle. This course will help employees to build knowledge of the Consulting Common Body of Knowledge, gain understanding and confidence in client relationships so that they can manage opportunities, contract, implement and conclude consulting projects, but more importantly generate credibility to win new business,” he says.

The PPC Course:

- Introduces essential techniques to enable consultants to show positive improvement and prepare them to participate in and manage consulting assignments.
- Uses proven tools and techniques for building a strong working relationship with your key stakeholders;
- Helps consultants working in an internal or external environment to move beyond simple engagement techniques and focus on building client relationships in order to add real commercial value.
- Is self-revealing, interesting and challenging, has a blend of proven consultancy techniques.
- Combines lectures, discussions and exercises with a strong emphasis on group work and group problem solving; uses case studies to allow delegates to apply concepts and techniques; replicates the challenges faced by consultants and gives you the opportunity to develop your existing consulting skills.
- Is led by experienced consultants and offers a forum for likeminded people to work together to learn new skills and share consulting experiences.

In order to obtain certification as a Certified Management Consultant, the International Council of Management Consulting Institutes (ICMCI) requires amongst other criteria, proof of knowledge in each of the areas of the Common Body of Knowledge (CBK) and the competencies stipulated in the associated Competency Framework (CF). “The competency framework is covered in detail in the PPC course,” says Kehayas.

To register your attendance on the PPC Course or for more detail please visit www.profweb.net or contact Melissa Harris on mharris@profweb.net or call 072 307 2239.

More about ProfWeb

ProfWeb is a specialist professional services firm focusing on four key domains, namely consulting, recruitment, training and research. The company consists of a network of professionals who specialise in one or more of the core domains. Drawing from global best practice and expertise, the ProfWeb team has worked with numerous South African blue-chip companies, assisting them in optimising their existing business, human and technology investments. The company specialises in professional service delivery across varied disciplines to assist clients in improving the way in which they do business and to improve their ROI on people, processes and technology.

ProfWeb serves as the secretariat of Institute of Management Consultants of South Africa (IMCSA) and the African Hub. IMCSA is a founder member of the International Council of Management Consulting Institute (ICMCI), which is a body that represents about 46 countries including South Africa as certifying bodies. ProfWeb also facilitates training courses to address competency and skills for consultants who are preparing to become certified management consultants.

Over 180 ProfWeb courses are recorded with Services Seta and with the Institute of Management Consultants of South Africa. Relevant courses also count as CPD credits for certification.

MORE INFORMATION

Melissa Harris
ProfWeb (Pty) Ltd
T: +27 (0)11 789 9996
C: +27 (0)72 307 2239
E: mharris@profweb.net
W: www.profweb.net