

# How to Become a Successful Consultant





## **Learning Objective:**

To help experienced professionals understand the basics of how to launch an independent consulting practice

To open their eyes to the fact that professional experience has value to somebody and can be monetised To introduce them to the basics of getting clients, negotiations and delivery of services

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To help him/her take the first steps to an alternate career and understand the rewards and pitfalls to expect

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### What would be covered:

- Scope, challenges, rewards and pitfalls of independent consulting
- Defining, refining and packaging your expertise understanding how these could add value to prospective clients
- > Finding clients and marketing your services pricing, negotiation skills, contracting
- Delivering consulting services, problem identification, solution frameworks, report writing
- Introduction to advanced consulting tools



INR 450 /- (inclusive of GST)



3 Sep 2020 Thursday



3:00 - 5:00 pm

Target Participant: Professionals with 10 to 15 years of experience & have gained expertise in their area of work



## **Expert Speaker:**

**Dr.C.Venugopal** B.Tech, MBA, PhD | MD & CEO of Krysalis consultancy Services Pvt.Ltd.

- Has 46 years of experience in business consulting, training and mentoring
- Expert in Business Advisory, Stategy, Supply Chain Mnagement, and Organization Development
- ▶ Has led over 100 consultancy projects spread overmore than 200 clients

