



CONSULTANCY DEVELOPMENT CENTRE

Certificate Programme in Management Consulting

The Need

Consultants play an important role in the industry as well as in facilitating economic development of the country. There is a paradigm shift in the Consulting Profession in the last few decades in the country and Consulting Sector is positioning itself as one of the promising areas for Management Professionals.

The demand for Consulting in various sectors of economy as well as in emerging areas has increased tremendously in the last few years. This has created a huge demand for Consulting Professionals in the industry.

Consultant is an important functionary in development of products and projects, aiding in providing optimum solutions to achieve bottom-line requirements of client organisations. The Consultants, besides having domain expertise in their area of operation, must be equipped with the knowledge of different dimensions of the job of a Management Consultant and the desirable skills to do that job with requisite perfection.

A good and sound knowledge of the requisite dimensions and skills helps not only in value addition in service delivery but also helps in brand building for the Management Consultant.

Realizing this need, Consultancy Development Centre, an Autonomous Institution of Department of Scientific and Industrial Research (DSIR), Ministry of Science & Technology, Government of India, is offering the “Certificate Programme in Management Consulting”.

Consultancy Development Centre

Consultancy Development Centre (CDC) is an Autonomous Institution of the Department of Scientific and Industrial Research (DSIR) of Ministry of Science and Technology, Government of India, working towards promoting and strengthening Consultancy skills and capabilities including export of Consultancy Services. CDC is also the nodal agency in the Asia Pacific region for the Technical Consultancy Development Programme for Asia and the Pacific (TCDPAP), a programme promoted by the United Nation Economic and Social Commission for Asia and the Pacific (ESCAP).

Eligibility : M.Sc./ M.Com / M.B.A./ M.C.A./ A.C.A./ A.C.S./ I.C.W.A./ B.E./
B. Tech. or Equivalent (Final year students can also apply)

Programme Contents

- **Management Consulting- Concepts and Services**
- **Marketing of Management Consulting Services**

(Having decided to become a management consultant, How do I market my services? How do I determine my costs and fees?)

- **The Process of Consulting and Client Management during various stages of Consulting Life Cycle**
- **Consulting Proposals and Report writing**

(Writing winning proposals and effective reports are prime factors in securing a consulting engagement and successful execution of the same)

- **Presentation Skills for a Management Consultant**
- **Verbal, Non-verbal Communication for Management Consultants**

(A Management Consultant's job involves a great deal of interaction with client during marketing as well as delivery phase of the consulting engagement, requiring Presentations on many occasions. Mastering Verbal, Non verbal Communication and the art of making Presentations can go a long way in ensuring your success as a Management Consultant)

- **“Securing and delivering a Management Consulting Assignment”**

(Faculty will facilitate the participants through a Consulting Case by making them practice various activities in groups and presenting the output)

- **The Process of Consulting and Client Management during various stages of Consulting Life Cycle**

Objectives of Programme

- To prepare professionals for a career in Management Consulting
- To impart basic understanding of the requirements of the profession
- To equip professionals with knowledge, skills and attitude desirable for a career in Management Consulting
- To prepare professionals working in industry, service sector, development sector and Not for Profit Organisations for Internal Consulting Roles within their present organizations/companies

Key Features of the Programme

- Class room inputs by faculty having practical consulting experience
- Facility to seek clarifications / information through E-mentoring
- Certificate by CDC, Autonomous Institution of DSIR, Ministry of Science & Technology, Government of India on successful completion of programme

Examination

All registered candidates would be expected to appear for a three hour written test at the end of the course. Those securing atleast 50% marks (C grade) would become eligible for award of certificate by CDC.

Who should Attend the Programme?

The programme would be ideal for professionals who:

- Are individuals inclined to have a career in Management Consulting after acquiring their educational qualifications (fresh as well as having non-consulting experience)
- Are working in industry/service sector/development sector/not for Profit organisations with the job profile as Internal Consultant to their own organisation
- Are working at entry levels in a consulting firm