





Report of Webinar on

Consulting Success During COVID

Organised by CHRIST Consulting

Date: May 12 & 14, 2021

Venue: Google Meet

Time: 9:00AM to 5:30PM

Facilitators: Mr Vinesh Sukumaran

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Details of Facilitator:

Mr Vinesh Sukumaran

Organizational Development Consultant & Positive Psychologist at Vinesh Sukumaran Consulting

Vinesh Sukumaran is an Organizational Development Consultant based out of Bangalore, India. He has trained and coached over 20,000 people to bring about behavioural change and apply positive psychology for work and life. Though a trained Mechanical Engineer, Vinesh has been a result oriented consultant for several individuals and corporations like Hewlett Packard, Aricent, Daimler, NetApp, Oil India Limited, Amadeus, The Tata Group, Practo, Boeing, L&T, The Indian Space Research Organization and over a hundred others.



Details of Webinar:

Number	Topics	Content	Purpose	Style	Duration
Day - 1	Торісв	Content	i dipose	Otyle	Duration
1	and workshop		credentials, helping the group to get to know one	· ·	20
		Expectations mapping	another and highlighting the ground rules and	individual introduction.	

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		Context setting	expectations of the workshop.	
2	consulting competence	area of expertise What is happening in the real world of consulting Understanding model of the best consulting firms Identifying real consulting needs of an olient	There are three key consulting competencies being developed in this section. The first is knowing your area of Group expertise as a consultant discussion, and what solution you can individual actually offer to clients. activity, The second is being able group to pitch your consulting exercise, model in par with some offacilitator led the world's best models. presentation The third is being able to and do an in-depth consulting discussion. In that ends in a clear understanding of their requirements.	
3	huarkahan	Activity - 1 - Identifying your area of expertise	Here, participants work on clearly documenting their specialization as consultants, identify different dimensions of it and highlighting the specific solutions they can provide for any client who hires them.	
		Activity - 2 - Pitching the PRIME model as world class		
		capturing actual client	This is about being able to use the entire question based need analysis framework to ask questions to a key stakeholder at the client's end. The focus is to arrive at the exact requirement for which your consulting service can be offered.	
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Business developmentAligning your This section again focuses on another and penetrating the right consulting expertise three critical consulting competencies. The industry sectors to the right industry first is creating a clear consulting profile,

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	both on and offline. The second is related
1 P	Ifto using practical methods to attract and
	alstart working with clients who will pay you
world	for your services. The third is about being
Practical tips to fine	able to provide the client with the relevant
new consulting	details and carry out the other steps
clients	involved in ensuring that the business is
Marketing and	taken to closure.
selling strategie	3
that the bes	.tl
consultants use	
Intervention design	ı,
pricing and sending	g
the right proposal	
Closing the deal and	d
following up fo	ır
implementation	

		Recapitulation	The aim here is to put together
5	Conclusion	Way forward	the learnings of the two halfFacilitator days and make plans for led applying learnings in actual discussion. consulting practice in the future.
6	Post workshop activities	your profile into	This activity is about translating a consultants' profiles into both online and offline formats that help them in representing themselves effectively. The aim is to make it current and relevant to the industry.
		Business development in	Here, participants put to practice the different secrets of marketing their services and selling to a particular industry. The idea is to find their first client and then one client at a time thereafter.
		Complete proposal	In this activity, participants design an actual proposal for a particular requirement that has all the elements starting from flow, the format and other details that the client would require to make a decision.

Participants List

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Brochure:

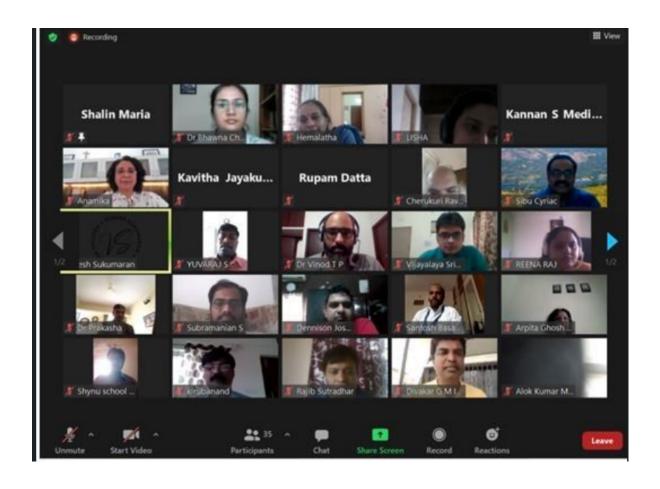








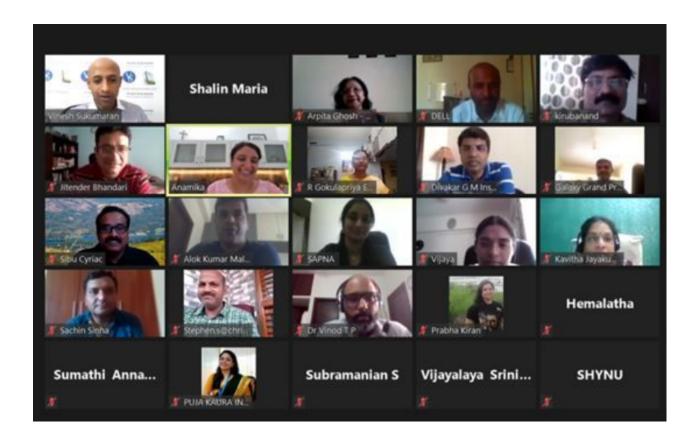
PHOTOS:



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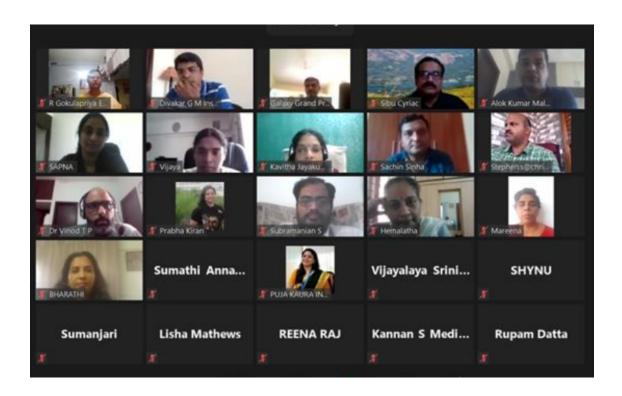


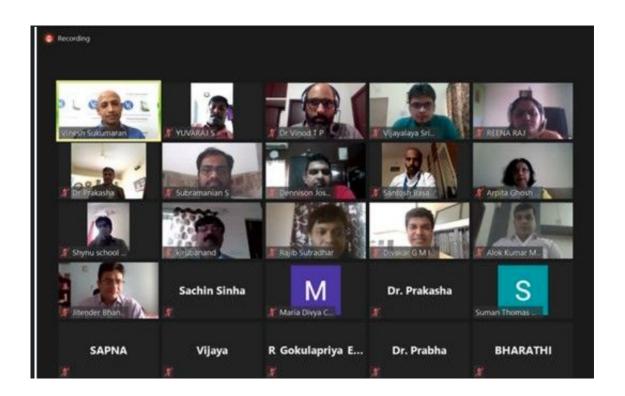


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