PROGRAMME 01

Consulting Skills for HR Professionals

Build the influence to move from requests to recommendations.

YOUR PROFESSIONAL ADVANTAGE

Diagnose a people issue, frame commercially relevant options and present advice that earns a considered response.

WHO IT IS FOR

HR professionals, recruiters and developing consultants who want greater credibility in business or client conversations.

TYPICAL FORMAT / 8 hours across two live sessions

01 Diagnose before advising

Use focused discovery to separate the stated request from the underlying need.

02 Apply commercial reasoning

Explore operational impact, constraints and the trade-offs between options.

03 Present a recommendation

Build a clear argument supported by evidence and explicit assumptions.

04 Influence the next step

Handle stakeholder challenge and agree decisions, ownership and action.

Build evidence of your capability

Lead a simulated client discovery meeting, then present a one-page recommendation and respond to stakeholder challenge.

YOU LEAVE WITH

- A consulting discovery guide
- A stakeholder influence map
- A one-page recommendation
- Feedback on your advisory approach

Workplace experience is helpful. Practical cases draw on client-facing HR consulting and regional talent acquisition.

Request consulting skills programme and enrolment details.

Moh.alswaiti@gmail.com