



**bristol business college**

YOUR BEST BUSINESS DECISION

## Internal Consultancy

**The aim of this workshop** is to enhance your influencing skills, enabling you to develop productive working relationships with people across your organisation and use those skills to identify business needs, propose effective solutions and build ownership and commitment.

This workshop will benefit any individual who needs to make things happen in parts of their organisation where they have no direct authority. Personnel who will benefit include, IT specialists, human resource team members, business analysts, finance, project leaders and brand managers.

The focus is on boosting the skills you need to enhance your personal effectiveness to:

- Leverage the expertise of your team and reposition as a value-adding business partner rather than a functional expert.
- Build productive working relationships.
- Gain commitment and persuade internal clients to own problems and solutions.
- Boost your emotional intelligence and interpersonal effectiveness.
- Enhance your strategic problem solving ability
- Identify problems accurately through listening and questioning skills.
- Develop commitment from others and deal effectively with resistance.

**The workshop is designed to develop practical skills and focuses on working through challenging realistic exercises.**

The training workshop is conducted in a relaxed atmosphere and you will learn through a variety of exercises and discussion groups, using real-life examples with practical solutions.

### *Internal Consultancy 1 Day*

*'This trainer was very  
engaging!'*

*'A really good mix of  
theory and practical tasks!'*