

# Live Webinar

## How to Become a Successful Consultant



Learning Objective:

*Convert Your Expertise into a Rewarding Career & Business*

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

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2 To open their eyes to the fact that professional experience has value to somebody and can be monetised

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3 To introduce them to the basics of getting clients, negotiations and delivery of services

3

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

4

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 99 /-  
(inclusive of GST)

**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, Strategy, Supply Chain Management, and Organization Development
- ▶ Has led over 100 consultancy projects spread over more than 200 clients

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