

The Trainers

Charles Foley is a Master Trainer and Dr. Tang is an Accredited Trainer at AMC. To become a Master Trainer at the Academy, the trainer must have developed, led, and taught other trainers in the industry. To be accredited, the professional trainer must go through a rigorous development and assessment program.

Dr. Thomas Tang

MIMC, PhD., MIHKMC, MBA, MRSC, CMC



Dr. Tang has been associated with PA Consulting, GML (Boyden Consulting) and ERM at a senior level. His areas of interests are strategy, HR management and organizational development. He is also working as regional tutor for a leading UK-based management college. Dr. Tang operates internationally, principally in the UK, Europe, and in Hong Kong. Dr. Tang is an Accredited Trainer at the Academy.

Mr. Charles Foley

Grad. Diploma, BA, MBA, FIMC, CMC



Charles has been associated with KPMG Australia, Price Waterhouse UK, PKKI of HKU, the Polytechnic University, British Gas, G. Li & Company Ltd. and the Vocational Training Council in Hong Kong.

Charles has taught over a thousand management consultants in the UK and in Asia. He was instrumental in designing the Diploma in Management Consulting and Change at the University of Hong Kong. With expertise in management consulting and training, Charles is currently the Director of Development at AMC. He is a Master Trainer at the Academy.

As a director at KPMG in Australia, he was part of the teams that helped privatize a number of publicly owned bodies in Australia. There he was responsible for helping to prepare several organizations to review and re-structure their operations so as to upgrade their cost-effectiveness. The organizations with which he was involved included local government, government departments, research institutes and specialist design enterprises.

About the Academy

The Academy of Management Consulting is a professional training institute for internal and external consultants. The Academy operates internationally and was established to train and prepare consultants and problem solvers for a career in professional consulting. It cooperates with universities and IMCs around the world.

www.academy-mc.org

"A company doctor in every firm..."

"Brilliantly prepared and expertly executed" Class 2001.

"The project work and role play helped distill the essence of the course" Class 2002, Shanghai

"Very condensed and lively, widened my horizons" Class 2003

"Systematic & practical...rich contents" Class 2003

Some of the Past Participants:

- A T Kearney
- Business Strategies Group
- Deloitte, Touche, Tohmatsu
- Efficiency Unit, HKSAR Gov't
- GML
- Hong Kong Productivity Council
- IBM
- MTR Corporation



ACADEMY OF
MANAGEMENT
CONSULTANCY

Tel: 25734999 ext 101 Fax: 25734422 Email: info@academy-mc.org

Professional Foundation in Management Consulting

**A 5-Day Course
spread over 3 weeks**

Organizer



ACADEMY OF
MANAGEMENT
CONSULTANCY

Certification body



香港管理顧問學會

Program Structure

All participants would be involved in highly interactive sessions, including role-plays, simulations, a field study, and case exercises covering the fundamental art of management consulting. Participants are expected to use the Internet for searches and downloading pre-course reading material before attending the classes. The language for international consulting is **Business English** and the course is only for those who can operate in this medium.

Deliverables

At the end of the course and upon completion of the required field project, you will be able to enhance your ability and prepare yourself as a consultant, thereby achieving additional revenue and satisfactions at work:

- Prepare for International Certified Management Consultant (CMC) exam;
- Acquire skills to become an effective internal or external change agent/ consultant;
- Prepare professional proposals, project plans, adopt appropriate approaches, manage expectations. Better project management skills;
- Help your clients deal with and overcome inertia for change.

Day 1 - Management Consultant's Mindset Series

- Introduction to Management Consulting and the Industry
- Understanding Self, Consulting Competency Profiling
- Contracting and Building Relationships
- Introduction to the Consulting Processes
- The Business of Consulting & Proposal Presentation
- The Consultant Mindset
- Introduction to the Sample Consulting Project, with a Real Client.
- Sample Project requirements

Day 2 - Consulting Skills and Project Management Series

- Systems Thinking and Mindset
- Soft Systems Thinking
- Information Gathering and Analysis
- Research Methods - Action Research and Triangulation
- Coaching Skills for Consultants/ Management Training Skills/ Development of Methodology in general
- The Client-Consultant Relationship
- Managing a Consultancy Practice

Day 3 - Change Framework and Organization Processes

- Consultants as Agents of Change
- Introduction to Healthcheck: Organization Effectiveness
- 18 Stages by Gregg Li and Charles Foley
- Introduction to other Consulting Methodologies
- Overhead Value Analysis, 7S, BCG Matrix, Value Chain, Critical Success Factors, etc.
- Corporate Governance & Performance Metrics
- Reengineering, TQM, and the Balanced Scorecard
- Strategic Consulting

Day 4 - Diagnostics & Consulting Tools Series

- Introduction to Change Management and Consulting
- Organization and Group Behaviors
- Change Management/ Roles of Change Agent
- Burke-Litwin Change Model
- Development of Your Own Methodology
- Case Study - Reengineering the IT Department
- Project Management and Team Management
- Introduction to Proposal Writing

Day 5 - Delivering on the Promise Professionally

- Field Study Presentation by Teams
- Feedback by clients and advisors
- Ethics and Professional Code of Conduct
- Building Clients for Life
- Finalizing your own Professional CV
- Knowing when to use a particular methodology
- Building a Consultancy Practice

Sponsoring Organizations:



Hong Kong Institute of Marketing



International Institute of Management