

Expert Consulting for OR professionals

10 – 11 JUNE 2010 – BIRMINGHAM TRAINING COURSE

It is a sad statistic that up to 80% of corporate change initiatives fail. They might deliver some of the short term solutions with the appearance of success - but how many stay the distance and deliver the big gains? Just think about your own organisation.

In our world of OR consultancy we like to think the success rate is much higher, but is it?

It's worthy of reflection; do the benefits of your own projects truly get realised?

How often, once a project is apparently over, does the client's eye go off the ball and the potential big benefits get lost in all the noise?

How often does the real root cause of a problem get missed, sidelined or even avoided leaving only a few symptoms to be addressed?

How often do you realise that your client is not fully prepared for the impact of even a successful change and so your efforts prove less effective?

How often are people not really helped through the pain of change so any beneficial change becomes a massive uphill struggle?

All these are just as important as solving the problem. They are just a few of the areas that an expert OR consultant needs to ensure are handled professionally. That doesn't mean they have to do these things themselves, but if they are not sure they will be done, then their own efforts may well be wasted.

Good consultancy is all about asking the right questions, so here are my questions:

- Do you consider yourself an OR consultant? or
- Would you say you use your OR skills to help drive improvements in people and organisations?

If the answer to either of the above is yes, then ask yourself:

- How much training and development did it take to make you expert in Operational Research?
- How much training and development did it take to make you expert in Consultancy?

In an ideal world the solution to this would be easy, but unfortunately another question needs to be asked.

- How much time do you really have for training and development outside of the office?

In response to many requests we are now offering consultancy training in two very full days. These two days will give you all the pointers that you will need to take the next steps in your development journey to becoming a talented consultant. Inevitably though, it is up to you how you use this after the course.

Recent feedback from longer versions of this course reported

1. *A lot of very good ideas and models to help you adapt your consulting style/skill*
2. *Great fun! Be useful to just about anyone*
3. *Excellent course; gives an excellent insight/introduction into consultancy*
4. *Do you want to learn about the bits you are missing as a consultant?*
5. *Provides a framework to the consultancy process*
6. *A useful, challenging course*
7. *Great examples! Lots of variety.*

So:

- Do you want to learn how to be an even better consultant? or
- Do you really want to miss an opportunity to add even more value to your organisation?

These two days won't make you an instant 'expert consultant', but it will put you firmly on the right route.

Mike Moir

Mike Moir has worked in OR for over 25 years in companies as diverse as British Nuclear Fuels, Plessey and the Post Office. He now operates as an independent consultant focussing on Consultancy training.

To book on-line go to www.theorsociety.com or contact Hilary Wilkes on +44(0)121 234 7828 (hilary.wilkes@theorsociety.com)