



CONSULTING AS CONFIDENT, TRUSTED ADVISORS

***This is a two day,
in-house workshop.
Investment: SGD 13,800
For 12 pax, SGD 1,150 pp***



This programme is for finance leaders to become a strategic consultant to all areas of the business. Taking on a role of trusted advisor will allow them to think laterally in light of the changes digitalisation brings, and offer meaningful, coherent solutions for Stakeholders, that will drive the business forward in this dynamic, disruptive environment.

KEY OBJECTIVES

- Understand the importance of being a strategic finance business partner in these changing times.
- Develop the skills to be a consultant and be able to use the key tools to solve problems and determine strategic outcomes.
- Become a confident advisor that can present key messages, make strong recommendations, and achieve buy-in with different Stakeholders.
- Achieve the financial objectives required as an advisor, while being flexible to the industry and customer's changing needs.

KEY TOPICS

- The need for strategic business partners who are trusted advisors
- Developing the key attributes of a strategic business partner
 - Trusted relationships
 - Mindset for giving advice
- The consulting process in a finance setting
 - Effective information gathering
 - Objective assessment
 - Creative problem solving
 - Logical decision making using adequate analytical and strategic skills
- Executive presence and making a credible impression
- Sharing the message with a C-Suite audience
 - Minto pyramid approach
 - Capturing attention
 - Making best recommendations to achieve buy-in
 - Handling the tough questions
- The art of persuading different types of people
- Achieving results in an ever changing world

WHY THIS WORKSHOP?

The workshop is experiential and allows for personal development across the two days. It has been developed specifically for the Finance Industry, focusing on the changing needs of the business and the consulting role that leaders will need to embrace. As the leaders learn through practice, they will work toward providing consulting advice to the group and being assessed in their ability to solve a problem, determine strategic outcomes and present them effectively.

WHAT PREVIOUS PARTICIPANTS HAVE SAID:

- The interaction, the advice, tips and feedback given is great.
- Experiential learning with lots of time to practice and learn from trainer and each other. Well paced and very practical tools.
- Topics and techniques covered are relevant and trainer engaging.

Your Journey of Enablement and Transformation

www.jetdelivers.com

Who Will Benefit?

Leaders in finance who:

- Work with senior stakeholders across business units
- Provide critical information that will be used by senior leaders in their own decision making
- Interact with C-Suite leaders and provide strategic advice

And would like to do this more confidently and become a trusted advisor.

IBF Accredited Programme

This course is recognised under the Financial Training Scheme (FTS) and is eligible for FTS claims subject to all eligibility criteria being met.

Please note that **in no way** does this represent an endorsement of the *quality* of the training provider and course. participants are advised to assess the suitability of the course and its relevance to his/her business activities or job roles.

The FTS is available to eligible entities based on the prevalent funding eligibility, quantum and caps. Find out more on www.ibf.org.sg

**CONTACT US NOW FOR A QUOTE
AND FOR MORE INFORMATION
ABOUT THIS IN-HOUSE WORKSHOP:**

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