

CONSULTING AS CONFIDENT TRUSTED ADVISORS

*This is a two day,
in-house workshop.*

*Its purpose is to ready
finance leaders for being
valuable players in the future
of the finance industry.
As the environment changes
and the digital evolution
continues, leaders will need
to consult as trusted
advisors; critically assessing
and predicting the needs of
the business, forming
insightful solutions and
presenting their ideas to
achieve buy-in for the greater
good of the business.*

Who Will Benefit From This Programme?

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.

CONTACT US NOW FOR MORE INFORMATION ABOUT THIS INHOUSE WORKSHOP:

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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 automation bring, 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 through virtual and face-to-face interactions, while being flexible to the bank's 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.

Your Journey of Enablement and Transformation

www.jetdelivers.com