



Principles & Practice of Management Consulting

CARIBBEAN INSTITUTE OF CERTIFIED MANAGEMENT CONSULTANTS



Would you like to become a Management Consultant or enhance your existing management consulting skills? Here's an opportunity to build capacity for your organization: Enroll in the CICMC Principles & Practice of Management Consulting (PPOMC) Course today! This is a competency based training course, which encompasses the standards and requirements of the International Council of Management Consulting Institutes (ICMCI).



The Context...

Management consulting is one of the fastest growing industries globally, responding to an ever increasing demand for professional and management expertise to support organisations and enterprises in achieving their goals. Paradoxically, however, studies in the Caribbean have highlighted that Caribbean consultants only receive a small percentage of regional consulting assignments and even less globally.

The Caribbean Institute of Certified Management Consultants (CICMC) is a professional body of management consultants and associates in the Caribbean Region. CICMC sees the management consulting sector as both a potential source for generating high-end service exports *and* for strengthening the capabilities of public and private sector entities and Business Support Organization.

While many persons currently providing such support have excellent technical and professional skills, they may lack specific management consulting skills training and expertise; and therefore may not be as effective with servicing clients as they could be. Building management consulting skills and capability would go a long way in serving your client needs and ultimately facilitating their entrepreneurial development and business enterprise growth. It is in this context that CICMC seeks to enhance the overall effectiveness of Consultants in the region, in providing professional services to their clients; and to improve their marketability and ability to access regional and international opportunities in this competitive sector.

The training is designed to strengthen the consultancy delivery skills and capabilities of consultants irrespective of their disciplines or specialties and whether they are internal or independently based.



Credit toward the globally accredited CMC® designation

The completion of the workshop can also be used as credit toward the attainment of the globally accredited *Certified Management Consultant (CMC®)* designation. This designation is the industry standard for Management Consultants and can only be offered in the Caribbean in the region by CICMC. The CMC® designation is recognized and accepted in Canada, the USA and Europe and consultants with the designation are further supported by a reciprocal agreements for professional services through the International Council and member Institutes worldwide.



Who should attend...

Anyone who provides or have an overview for consultancy services to internal or external clients, including:

- ✚ Accountants
- ✚ Allied Health Professionals
- ✚ Architects
- ✚ Curriculum Designers
- ✚ Educators
- ✚ Engineers
- ✚ Higher Education Administrators
- ✚ Insurance Professionals
- ✚ Lawyers
- ✚ Medical Professionals
- ✚ Permanent Secretaries/ Directors
- ✚ Political Scientists
- ✚ Research Scientists
- ✚ Security Analysts
- ✚ Technology Experts



Upon successful participation, you will be able to:

- ✚ Analyze the success factors/competencies required for excellent performance as a management consultant;
- ✚ Obtain guidance on how to stay abreast of industry trends, standards and practices;
- ✚ Engage effectively with your team and client;
- ✚ Analyze and Evaluate the consulting engagement process;
- ✚ Apply consulting and project management processes and techniques;
- ✚ Improve ethics and professionalism in the consulting engagement;
- ✚ Enhance your competitiveness of regional management consultants within the global market;
- ✚ Improve your marketability and ability to win and close out consulting engagements;
- ✚ Improve your ability to frame clients expectations and effectively manage consulting engagements;
- ✚ Improve your ability to identify, analyze and manage conflict of interest situations; and
- ✚ Gain credit towards the attainment of the CMC® designation.

DATES: 30th May – 1st June 2018 **TIME:** 9:00 a.m. – 4:00 p.m.

INVESTMENT: CICMC Member: US \$600 | Non-Member: US \$900
Ask About our Special Rates for Sponsors, Corporate Clients and groups.

VENUE: Executive Boardroom, Michael Eldon Complex,
University of The Bahamas, University Drive, New Providence, The Bahamas

KEYNOTE: Don Demeritte, CMC, President- EPS Consultants
President- Caribbean Institute of Certified Management Consultants

PRESENTERS: Norma Shorey-Bryan, CMC, Catalyst Consultants, President, CICMC Barbados Chapter
Nsombi Jaja, Quality Management Consultants, President, CICMC Jamaica Chapter

For More Information and Details on Registration, Contact

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