

A9012906

**MANAGEMENT COURSE FOR
CONSULTING AND TRAINING
PROVIDERS**

(check at later stages for the updated version)

Language
of the course:
Englishfrom: 01/06/2020.
to: 05/06/2020

International Training Centre

Activity Manager: Margarita Lalayan • Course Secretary: Paola Agnello

Time	Monday	Tuesday	Wednesday	Thursday	Friday
8.30 – 10:30	Introduction. Key Trends. Strategic direction	Stakeholders, clients and donors	Growth and innovation	Improving efficiency	Bringing it all together
	Introductions Current state of the sector and trends	Stakeholders, clients and donors (introduction). Stakeholder management.	Portfolio of products and services. Review and growth strategies.	Productivity and efficiency	Bringing it all together: managing for improved performance
10:30 – 11:00	Coffee break	Coffee break	Coffee break	Coffee break	Coffee break
11:00 – 12:45	Managing consulting and training: what is your mandate?	Current trends and priorities of donors and development agencies. Resource mobilization	Portfolio review. Growth strategies (contd).	Managing staff and consultants	Final recap and action planning. Closing session
12:45 – 14:00	Lunch	Lunch	Lunch	Lunch	
14:00 – 16:30	Business models & Strategic direction	Clarifying target markets	Improvement, Invention and Innovation. Digital Innovations	Costing, pricing and managing financials	