



**SPD**  
SALFORD PROFESSIONAL  
DEVELOPMENT



# CMI LEVEL 7 CERTIFICATE IN PROFESSIONAL CONSULTING

Delivered by Salford Professional Development, a wholly owned subsidiary of the University of Salford.

# COURSE OVERVIEW

The CMI Level 7 Certificate in Professional Consulting offers a comprehensive and immersive learning experience for aspiring consultants, facilitated by seasoned organisational consultants who bring a wealth of personal experience. Through a blend of theoretical concepts, practical applications, and real-world case studies, participants gain the knowledge, skills, and insights necessary to excel in the dynamic field of consultancy.

Participants embark on a journey of self-discovery by assessing their consulting knowledge and skills against the Chartered Management Consultant competency framework, laying a solid foundation for personal and professional growth.



# LEARNING OBJECTIVES

- Investigate the consultant's leadership role and responsibilities.
- Understand the challenges of consulting in complex organisational systems.
- Explore innovation and change for consultancy practice.
- Develop a model and framework for your onward consultancy practice.
- Explore personal knowledge, skills, and professional practice as a consultant before working with peers and facilitators to build your CPD plan against the Chartered Management Consultant competency framework.
- Analyse and develop facilitation skills for consultants.
- Put theory into practice by designing and delivering a consultancy intervention based upon live challenges being faced by peers.

## Benefits Include

- ✔ Undertake a pre-programme self-assessment of your consulting knowledge, skills against the Chartered Management Consultant competency framework.
- ✔ Engage in a program delivered by experienced consultants across a range of sectors and practices.
- ✔ Build a comprehensive consultancy toolkit.
- ✔ Hear from a number of experienced consultants working across a range of different consulting disciplines.
- ✔ Explore routes to the delivery of meaningful consultancy outcomes.

# PROGRAMME STRUCTURE

## Pre-course activity – Professional consultancy framework skills mapping

### Day 1 - Leading the Principles and Practice of Professional Consulting

- Understand the essential skills required of professional consultants to cultivate an ethical, credible, creative, agile, and resilient practice, enabling them to adapt and respond to client needs in contemporary workplaces.
- Identify and differentiate between various scopes and types of consultancy and assess your own current or desired consulting offerings.
- Evaluate recognised models and approaches to consultancy practice, critique your effectiveness, and develop a personalised framework for delivering client-centred consulting that is effective and sustainable.
- Develop proficiency in essential consultancy processes including scoping, commissioning, contracting, and planning consultancy interventions.
- Analyse the role of leadership in the consulting relationship, including the consultant's own leadership responsibilities, power dynamics, and the influence of organisational leaders on consultancy projects.
- Explore group dynamics within consulting contexts and acquire skills in facilitating group processes in complex consulting environments.



# PROGRAMME STRUCTURE

## Day 2 - Delivering Client-Centred Consulting

- Understand the importance of having a macro view of an organisation's strategic context and recognise the influence of technological advancements and geopolitical changes in today's globalised, high-tech, fast-paced, and unpredictable world.
- Analyse case studies and organisational scenarios in complex operating environments to understand how relationships are developed with senior leaders.
- Explore industry competence frameworks and relate them to individual learners' current or aspirational operations within the consultancy field.
- Develop a comprehensive consultancy toolkit tailored to address the diverse needs of clients and situations.
- Investigate and deploy a variety of strategic, analytical, and organisational developmental consultancy tools to effectively deliver client-centric consultancy interventions with tangible positive impacts.

**Intermodular Activity** - Learners to identify a business or organisational challenge that can be explored by colleagues during Module 2 and prepare a short presentation regarding the background and parameters of the challenge.



# PROGRAMME STRUCTURE

## Day 3 - Innovation and Change in Professional Consulting

- Understand the significance of driving innovation and change as essential skills for professional consultants, recognising innovation as a catalyst for organisational transformation and strategic achievement.
- Define innovation as the process of introducing something new or different and recognise its potential to revolutionise operational activities and create dynamic opportunities within organisations.
- Identify the various forms of change, including radical, incremental, and evolutionary, and demonstrate the ability to lead and support each type as a professional consultant.
- Explore common misconceptions about innovation in both organisational and consultancy contexts, distinguishing between what innovation is and what it is not.
- Examine the consultant's role in supporting clients on your innovation journey and understand the strategies for influencing and leading organisational change within client organisations. facilitating group processes in complex consulting environments.



# PROGRAMME STRUCTURE

## Day 4 - Professional Consulting Expertise

- Apply the acquired knowledge and skills by putting learning into practice through active engagement in small group activities.
- Collaborate with peers to design engagement propositions and scope interventions tailored to address colleagues' challenge presentations.
- Demonstrate proficiency in translating theoretical concepts into practical consultancy solutions within a collaborative setting.
- Implement effective communication and teamwork strategies to ensure the successful design and delivery of engagement propositions and interventions.
- Evaluate the effectiveness of the designed interventions in addressing colleagues' challenges and providing tangible solutions.



## Qualification

This qualification is designed for individuals wishing to develop their professional consultancy abilities, and who will have the knowledge, skills and behaviours to drive consultancy activities in a senior capacity. They will have the professionalism to deliver impact, behave ethically and demonstrate a commitment to continual learning and development.

The qualifications have been designed for practising or aspiring Senior Management Consultants, wishing to formalise or develop their learning and progress on to **Chartered Management Consultant (ChMC)**.

Extensive research has been undertaken to ensure that these qualifications reflect the tasks and activities of managers in the aforementioned roles in the workplace. Sources of information include, but are not limited to:

- Comparability to existing Professional/Management Consulting programmes
- Chartered Management Consultant Competency Framework
- Stakeholder consultation

The qualification has been developed in partnership with the Management Consultancies Association (MCA) and the content is mapped to the Chartered Management Consultant Competency Framework.

## Accreditation Support

Participants will be supported throughout the accreditation process by regular tutorial sessions, supporting resources and comprehensive formative and summative assessment and feedback processes for assignment submissions.

Once registered CMI membership gives access to “Management Direct” the CMI’s comprehensive resource and e-library which provides access to a broad range of journals and e-books to support learners in completing the assignment submissions.

## TUTOR PROFILE



**REBECCA  
COLLINS**

Rebecca Collins is an honorary fellow of the University of Salford Business School. She is a chartered member of CIPD and holds an MSC in Leadership & Organisational Change and a Post Graduate qualification in Organisation Design & Development. Rebecca has been working as an accredited CMI and ILM Leadership and coaching tutor for over 10 years and is working with the University to develop successful bespoke deliveries of courses to meet specific business needs across a diverse range of sectors from healthcare to construction. Prior to her tutoring career, Rebecca held several organisational design and people-focused roles including Head of Diversity at West Yorkshire Police and an Organisational Development Manager role within a Healthcare Trust.