

## Demand for IMC Consultants in Australia & New Zealand

Management consultants play a crucial role in the development of Australasian organisations. By providing advice and assistance, consultants aid industry in determining and achieving their objectives.

IMC Australia and IMC New Zealand are the professional bodies representing management consultants in Australasia. The Institutes' missions are to represent and promote the management consulting profession, set and maintain internationally recognised standards, and develop members. Clients demand the utmost in professional competency and as a result seek out IMC management consultants. For this reason, upon joining either Institute,

members agree to abide by the Institute's Code of Professional Conduct.

The Institutes are the awarding bodies of the Certified Management Consultant (CMC) designation. CMC is the mark of competency for the management consulting profession and indicates that a management consultant meets certain requirements of character, education and experience. The CMC designation is recognised internationally. Institute members are part of an international network of professionals through the peak management consulting body - the International Council of Management Consulting Institutes (ICMI).



## Interlink Technology

Interlink Technology are a dynamic group of training and consultancy companies, who specialise in the provision of practical, professional development programs, which are tailored to the needs of individual workplaces.

Our facilitators have significant industry experience and are in tune with the

constantly changing demands of today's sophisticated workplace environment. Our facilitators are well respected advocates of the consultancy profession, and dedicated to the provision of quality client support. The 10942NAT Diploma of Consultancy is designed for experienced consultants and our facilitators support participants through a one-to-one mentored development pathway. The knowledge and skills confirmed and gained from this qualification apply across all industry sectors.



# Are you ready to ACCELERATE YOUR CONSULTANCY CAREER?



Interlink Technology are proud to facilitate the following Nationally Recognised Qualifications:

- 10911NAT Certificate IV in Integrated Risk Management
- 10941NAT Diploma of Integrated Risk Management
- BSB40920 Certificate IV in Project Management Practice
- BSB50820 Diploma of Project Management\*
- BSB60720 Advanced Diploma of Program Management
- 10942NAT Diploma of Consultancy
- 10924NAT Certificate IV in Project Controls Practices



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**10942NAT Diploma of Consultancy**  
 A Comprehensive Approach to the Business of Consulting



## Accelerate your Consultancy Career

Consultants are recognised experts within their chosen field and provide clients with a highly specialised, professional service, which draws on their considerable experience and qualifications.

Today's consultant works in a wide range of professions, such as human resources, information technology, financial management, project management, marketing, and many more. Consultants either work externally for a number of clients, or deliver services to clients within their own organisation.

Consultants are increasingly in demand from organisations who wish to use the services of an elite specialist without the costs associated with full time employment.

As the world becomes more complex and interconnected, the roles and requirements of consultants continues to change. Ongoing advances

in technology, legislation and statutory reporting requirements require consultants to be on top of their game. Consultants need to be aware of their responsibilities and accountabilities, and keep abreast of change within their own, and their clients' workplaces.

Graduates of our Diploma of Consultancy provide their clients with the comfort and assurance of their professionalism and adherence to high ethical standards.

This program is endorsed by both the Institute of Management Consulting (IMC) Australia and IMC New Zealand. It is delivered using a mentored approach, where candidates learn at their own pace, within their current workplace, and gain insight from our skilled Mentor/Assessor which is tailored to their consulting speciality.

## Industry Recognition

The 10942NAT Diploma of Consultancy is owned and exclusively offered by Interlink Technology Services. During its design and development, it was supported by input from a wide range of industry practitioners, including representatives of IMC Australia.

IMC Australia and IMC New Zealand have both recognised our Diploma of Consultancy as a valid professional development platform for their Members. In Australasia the Diploma of Consultancy is offered to IMC Members as a discounted Member Service

and supports the skills and knowledge development for those working towards the Certified Management Consultant (CMC) awards from both National Institutes.

Non-Members of the IMC in Australia, as a part of their qualification fees, are provided with a one-year entry-level membership of the IMC so that they may experience additional benefits through involvement with other professional consultants, in practice within Australia.

## 10942NAT Diploma of Consultancy

Our 10942NAT Diploma of Consultancy has been designed and developed to suit the needs of professionals who currently offer consultancy services to their clients – either internal or external.

The qualification is not designed as an entry-level course of training but through mentored assessment in the workplace, provides an effective professional development tool for consultants who are currently in professional practice.

### WHO SHOULD ATTEND?

This program has been purpose designed for internal or external consultants who wish to continue their professional development and be at the forefront of current consultancy practice.

### ENTRY REQUIREMENTS?

A minimum of five years consultancy experience is expected.

### HOW IS THE PROGRAM RUN?

The Diploma is a practical Vocational qualification, nationally accredited in Australia, which focuses on real workplace skills and knowledge, used by professional consultants in their everyday dealings with clients and stakeholders.

### IS PROGRAM DELIVERY FLEXIBLE?

This highly flexible program provides candidates with learning opportunities that are tailored to their particular industry and work role. Candidates receive regular support and direction from the Mentor/Assessor over the agreed life cycle of the project, which may be several months. This approach allows candidates to fine-tune their consultancy skills and take practical application of the discipline to the next level.

### HOW ARE CANDIDATES ASSESSED?

Candidates are assessed using real evidence from actual workplace interventions. Assessment involves observation of participation in the workplace, professional conversations, third party testimonials and an analysis of documented evidence.

### PROGRAM OBJECTIVES

Graduates of this program will acquire and confirm a wide range of practical consultancy skills and gain valuable insights into the key characteristics of successful consultants. Graduates will develop and confirm their skills in areas including team, client and stakeholder relations, market and trend analysis, effective communications, problem solving, and the development and implementation of innovative business solutions.

## Course Structure

The Diploma of Consultancy is comprised of eight units of competence:

No	Course Structure	Detail
1	<b>NAT10942001</b> Prepare consultant contract for engagement with the prospect	Establish prospect's business context Establish the prospect's requirements Determine the stakeholder engagement requirements Establish policies that relate to the prospective client Write the management consultant services proposal Gain agreement for the contract from the prospect
2	<b>NAT10942002</b> Prepare the workplan for implementation of the consultancy services contract/implementation of the consultancy services contract	Draft work plan to meet the contractual requirements Gain agreement of the workplan
3	<b>NAT10942003</b> Execute the consultancy services work plan	Present consultancy services work plan to client and stakeholders Implement the consultancy services workplan Monitor and report work plan progress
4	<b>NAT10942004</b> Finalise consultancy services work plan and contract	Finalise consultancy services work plan Finalise consultancy services contract Conduct consultancy practice administrative closure activities
5	<b>NAT10942005</b> Manage a consultancy services provider practice	Monitor and review consultancy services practice business plan Market the consultancy practice Manage consultancy practice operations Manage practice finances
6	<b>BSBMKG541</b> Identify and evaluate marketing opportunities	Explore marketing opportunities Evaluate required changes to current operations
7	<b>BSBESB401</b> Research and develop business plans	Prepare to develop a business plan Draft business plan Create a business plan Finalise business planning and planned for risk
8	<b>BSBTWK40</b> Build and maintain business relationships	Establish business relationships Maintain business relationships Build and improve business relationships

