

Creation of Networking Consulting Methodology

Business Need

After hiring 200 people within the first six months, a network consulting company needed to have a consistent networking consulting methodology in place. The need to create a consistent infrastructure would in turn allow efficient solution creation and delivery cycles.

Goal

The company wanted to stand out in a highly competitive marketplace by providing consulting services aligned with their corporate mission, vision and values. They wanted to deliver value added services and focus on customer satisfaction. In order to achieve these goals, the client required a professional development curriculum to build full service, strategic consulting services for their clients.

Solution

The company turned to Advance Consulting to be their full-service training provider. Advance Consulting worked closely with key managers to develop customized training programs, reinforcement strategies and to build and implement an entire consulting curriculum. We facilitated the presentation of the corporate vision and values and worked with the Director of Methodology to integrate our content with their methodology so that it would be reinforced in daily work. Advance Consulting also developed competency and training plans for all levels of field engineers. This involved working with performance management, job descriptions, and additional HR functions.

Results

To date:

- Curriculum and courses were rolled out within 6 months of the companies founding.
- The culture and level of consulting behaviors expected on the job has been integrated into their consulting methodology.

Reinforcement vehicles are in place to monitor and measure customer satisfaction.