

IMC-Nigeria

CMC Certification Workshop & Membership/Fellowship Induction

Syndicate Discussion Questions

S/N	Questions	Relevant Section for Answers
SECTION 1: Role of IMC & ICMCI in Fostering Professionalism		
1.	What is the purpose of the ICMCI (CMC-Global)	1
SECTION 2: The New Uniform Body of Knowledge		
2.	Explain what is meant by PESTLE acronym as a Management Consulting tool.	8-9
SECTION 3: Understanding the Consultancy Process		
3.	i. What is Management Consultancy?	11
	ii. Who are Management Consultants?	11
	iii. List and explain the five key phases involved in the Consulting Process.	13-14
SECTION 4: Writing Proposals		
4.	List and explain the 12 key components of a good proposal.	15
SECTION 5: The Business Plan Structure		
5.	List and explain the 6 key components of a good Business Plan Structure.	16
SECTION 6: Preparing a Business Plan & Budget		
6.	i. Give 3 primary reasons that make a Business Plan necessary.	18
	ii. List and explain the 5 key elements of a Business Plan's good Executive Summary.	20
SECTION 7: Marketing Tips		
7.	i. Explain the S.M.A.R.T. acronym of Marketing Objectives.	21
	ii. List and explain the 8 Ps involved in the Marketing of Services.	22
SECTION 8: Importance of Networking		
8.	i. Why is Networking important to a	23

	<p>Management Consultant?</p> <p>ii. What are the possible sources and criteria for Networking?</p>	23
SECTION 9: Setting the Fee		
9.	i. List and explain 5 factors that Management Consultants put into consideration before they set the fees they charge their clients.	24-25
	ii. List and explain at least 7 Fee charging methods available in the Management Consulting Industry.	25-26
SECTION 10: Hiring a Consultant		
10.	i. List and explain 5 of the Golden Rules that guide clients in the hiring of Management Consultants.	27-31
	ii. List and explain the 3 Consulting Skills that a good Management Consultant should have.	31-32
SECTION 11: Consulting Contracts		
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SECTION 13: Leadership		

13.	<ul style="list-style-type: none"> i. Name and explain 5 top qualities of good leadership ii. List and explain 10 top mistakes that Leaders make. iii. Why do Managers make mistakes? 	<p>Experiential Knowledge</p> <p>39-47 48</p>
SECTION 14: Group Decision Making		
14.	<ul style="list-style-type: none"> i. List and explain the key 6 instances when Group Decision Making works best. ii. List and explain the key 6 guidelines that can help to make Brainstorming very effective? 	<p>52 (1st Slide)</p> <p>55 (2nd Slide)</p>
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SECTION 20: CMC Certification Standard & Requirements

20.	What steps are aspirants expected to take in order to be considered for CMC Certification by IMC-Nigeria?	78 (Last Slide) - 79
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SECTION 21: The ICMCI

21.	Explain the CMC Competency Model benefits to: i. Individual Consultants ii. The Consulting Firm iii. The Client Community iv. The Government.	82-84
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SECTION 22: A Guide to Effective Delegation

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SECTION 23: ISO 20700 Guidelines for Mgt. Consultancy Services

23.	What is the ISO Quality Management System (QMS) all about?	Pg. 92, Section 1.2
24.	What is ISO 20700?	Pg. 94, Section 2.0
25.	What is the main purpose of the ISO 20700?	Pg. 95, Section 2.4
26.	What are the benefits of the ISO 20700 to the Client Community?	Pg. 96, Section 2.11.1
27.	What are the benefits of the ISO 20700 to the Individual Management Consultancy Service Provider (IMCSP)?	Pg. 96-97, Section 2.11.2
28.	How can IMCSPs or Management Consulting	Pg. 97,

	Firms use ISO 20700?	Section 2.12
SECTION 24: ISO 20700: Self-Assessment Checklist		
29.	Administer this Self-Assessment Checklist as IMCSP in Nigeria	100-101

NB: Source of Information – ***Essentials of Management Consulting***