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## Overview

The Consultancy sub-discipline (206) involves the competencies required to provide objective advice and assistance on the strategy, structure and management of IT operations of an organisation, in support of identified business purposes and objectives. It may focus on a specified business topic, such as new business ventures, cost reduction, mergers or product launches. Consultancy is usually contracted between a Consultancy provider and a client.

Working in the Senior Professional role (2065) involves:

- **Planning consultancy assignments for IT enabled systems (2065.01);**
- Managing relationships during consultancy assignments for IT enabled systems (2065.02); and
- Managing consultancy assignments for IT enabled systems (2065.03)

**Performance  
criteria**

*You must be able to:*

- P1 select and use the most appropriate approaches to use on a particular consultancy assignment for IT enabled systems
- P2 correctly identify the correct range of resources and skills required to carry out a particular consultancy assignment for IT enabled systems
- P3 correctly identify external and internal factors that may impact on the quality and effectiveness of consultancy assignments and their deliverables
- P4 effectively manage the allocation and utilisation of resources in order to meet the needs of the customer/client and to produce the required deliverables and outcomes
- P5 identify actions required in the event of external and internal factors impacting on the progress of a consultancy assignment for IT enabled systems
- P6 identify, select, and use appropriate expertise that may be required from other individuals and bodies in order to ensure the successful completion of all consultancy deliverables, within own area of accountability
- P7 manage the tasks and activities associated with a particular consultancy assignment to timescales and budget
- P8 present clear, accurate, and specific findings and outcomes from a consultancy assignment for IT enabled systems to a wide range of customers, clients, sponsors, stakeholders, and other individuals

**Knowledge and understanding**

*You need to know and understand:*

- K1 how to identify which individuals, resources, skills, and knowledge are required for any particular consultancy assignment for IT enabled systems
- K2 how to maximise the effective utilisation of individuals and resources on a consultancy assignment for IT enabled systems
- K3 how to deliver consultancy assignments effectively to time and budget
- K4 how to structure a consultancy assignment and allocate resources to it appropriately
- K5 how to identify and source relevant expertise, knowledge, and resources during consultancy activities for IT enabled systems
- K6 how to identify the most appropriate approach to use for a consultancy assignment for IT enabled systems
- K7 how to present information produced as a result of a consultancy assignment in an understandable form to a wide range of customers, clients, sponsors, stakeholders, and other individuals
- K8 the range of approaches that may be used to undertake consultancy assignments, and their appropriateness, in a range of business and organisational contexts
- K9 the potential implications of external and internal factors external on consultancy assignments and their deliverables
- K10 the importance of developing and maintaining long term relationships with customer/client organisations
- K11 the importance of identifying new opportunities to generate revenue from existing customer/client relationships
- K12 source and use appropriate expertise from suitably qualified individuals, as and when required, in order to complete consultancy tasks and activities

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## Plan consultancy assignments for IT enabled systems

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