



Course Prospectus

An Introduction to Defence Consulting

Abstract

This course introduces the key aspects of the defence consultancy industry from the initial stages of client engagement and proposal writing to business development and pricing to win a contract. It is presented by a mix of experienced defence consultants and external domain experts, who draw upon their experiences, and share their insights on how the industry works.

Whether you are interested in working as a 'one man band' or as part of a larger consulting firm this course will give you an insight into Defence Consultancy industry and how consultants work.

If you want to take the additional step of running your own company, this course is complimented by an addition 1 day workshop on setting up your own company. (See separate prospectus)

Intended Audience

Those interested in the Defence Consulting industry.

Subjects to be covered:

- Consulting – What is it?
- Why people hire consultants
- Routes to market
- Working with the client
- Proposal writing
- Pricing to win work
- Contracting Process
- Delivery
- IT
- Security
- Export control
- Hospitality etiquette
- Working with agencies
- HR and employing others
- Accounting
- Finances – Planning, Costing and Tax
- Marketing
- Selling
- Networking

Course Details

Full Title	Introduction to Defence Consulting
Prerequisites	Nil
Classification	Unclassified
Duration	3 days
Price	£ 700

Course Location

Malvern Hills Science Park
Geraldine Road
Malvern
Worcestershire
WR14 3SZ

Registering to Attend

Course enquiries should be addressed to the Training Manager at Training@3SDL.com

Contact Details

Address

3SDL
Malvern Hills Science Park
Geraldine Road
Worcestershire
WR14 3SZ
United Kingdom

Web

3sdl.com

Email

3sdl@3sdl.com

Phone

+44 (0)1684 878 170

About 3SDL

3SDL is an independent company of consultants and trainers. We build partnerships with government departments and agencies that span the lifecycle of acquisition, providing support services to procurers, users and systems managers.