


MANAGEPERTS.

# Certified Business Consultant (CBC)



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# ▶▶▶ Introduction



By attending our distinguished course, you will gain an exclusive opportunity to explore and analyze world-class consulting methodologies.

This high-impact course will be a game-changer for your professional career, empowering you with the skills and expertise to excel in the competitive business consulting industry.

Through this transformative experience, you will enhance your professional efficiency using cutting-edge tools and models developed by top-tier firms such as BCG, McKinsey, and Bain.

Seize this golden opportunity and embark on your journey toward success and excellence in the business consulting world, where new challenges and inspiring opportunities await you to achieve both personal and professional triumph!

# ▶▶▶ Course

## Objectives



### Utilizing 31 Frameworks and Global Consulting Models:

Learn how to solve business problems and challenges faced by major companies and institutions. This will help improve their performance and achieve their goals more effectively.



### Exploring a Set of Tools Including 300 Consulting Models and Techniques:

Using advanced tools and techniques to comprehensively analyze data and information, contributing to providing innovative and effective solutions for the challenges faced by companies.



### Practical Application of Consulting Case Foundations and Models:

Applying the fundamentals of consulting cases and understanding how to use them to solve problems and offer creative, tailored solutions for real-life client scenarios.



### Understanding Legal Contracts in All Fields:

Gaining the ability to understand and analyze legal contracts in all sectors, whether related to business, real estate, consulting, or other fields.



### Using Legal Case Templates and Tools in Business Consulting:

Exploring methods for collecting and analyzing data, resolving issues, and providing the necessary skills to interpret business data for making informed decisions.



# Course

## Content

- 1 Pyramid Structure/Issue Tree
- 2 Problem Identification
- 3 MECE (Mutually Exclusively, Collectively)
- 4 Building Hypothesis
- 5 Priorities
- 6 Entry Strategies
- 7 Mergers and Acquisitions (M&A)
- 8 Synergy
- 9 Brainstorming
- 10 Estimation
- 11 Case Studies
- 12 On Interview Cases



# Course

# Outcomes



The Fundamentals of business consulting and its global role.

Providing effective global consulting solutions using business models, tools, and consulting techniques.

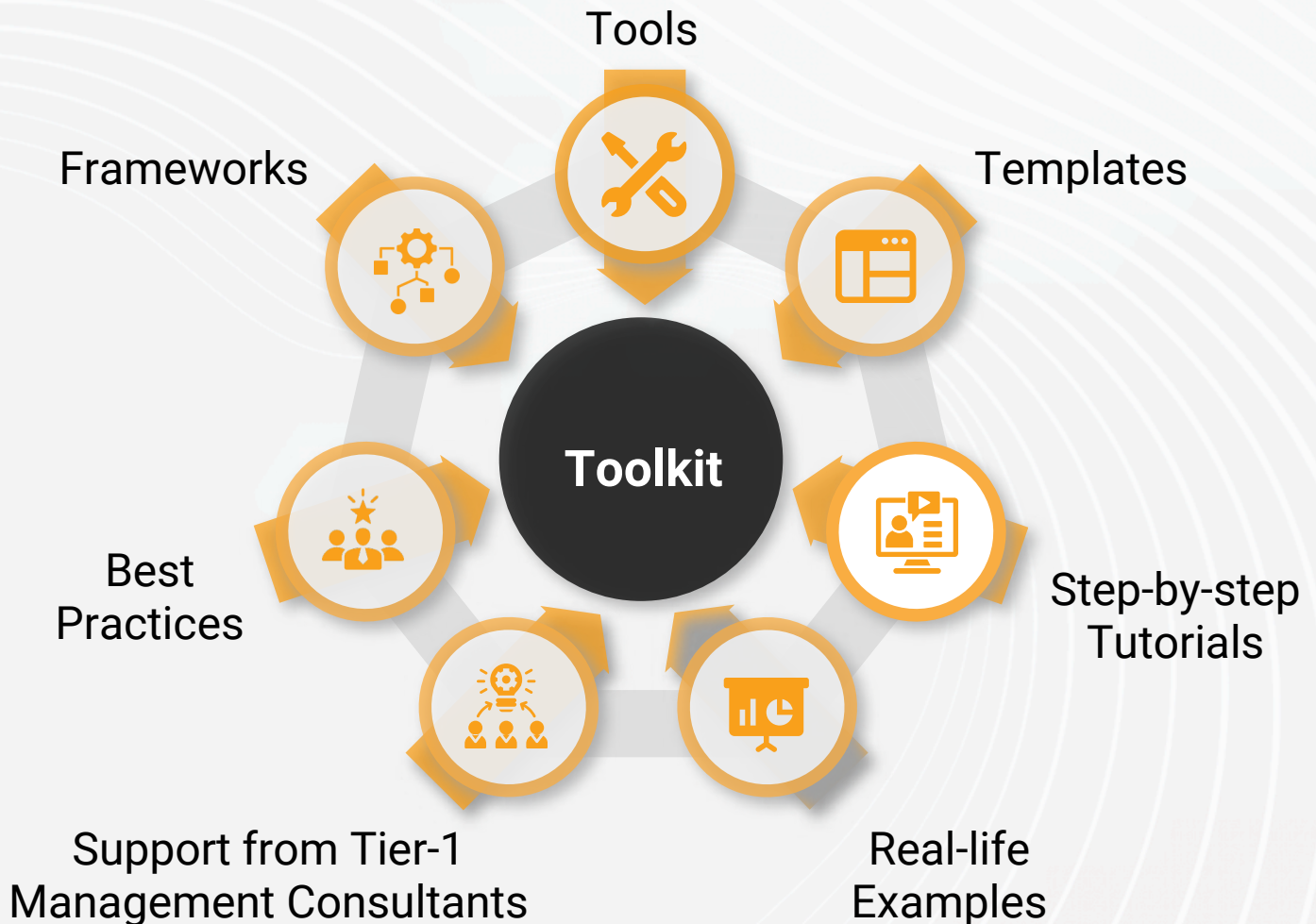


Applying consulting principles in real-world scenarios.

The Practical application of tools and techniques for global advisory cases.



# ▶▶▶ Get access to our toolkit

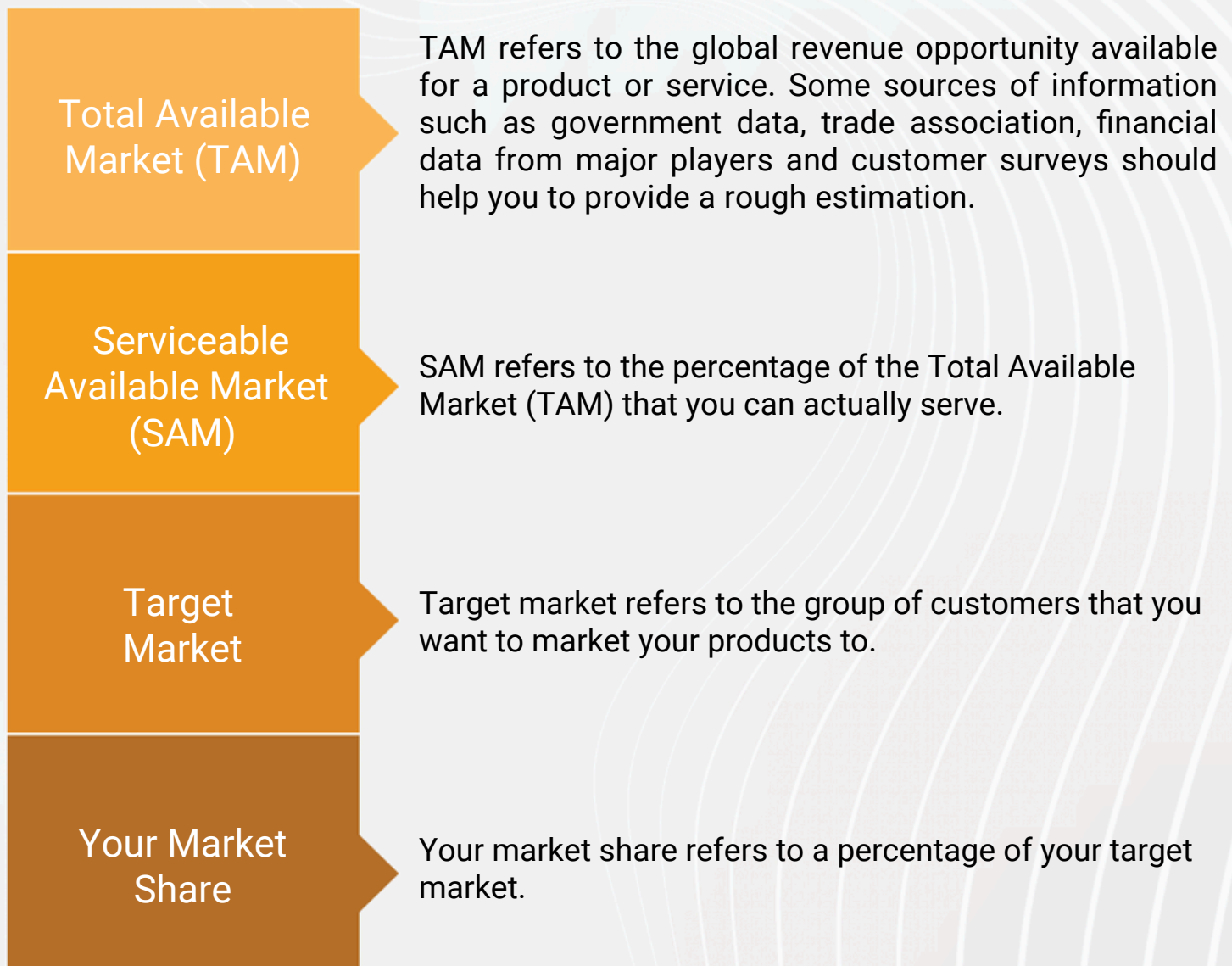


These tools are designed to assist you in the following

- ✔ Preparing a consulting proposal.
- ✔ Preparing legal agreements.
- ✔ Learning how to collect data and identify the problem.
- ✔ Conducting financial analysis.
- ✔ Creating final deliverables.

# ▶▶▶ Get access to our toolkit

## Target market Size & Growth



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## Dashboard

### FY 2023 Company Performance

Revenue Breakdown per product (in \$M)

Revenue  
\$16M

↑ +12%

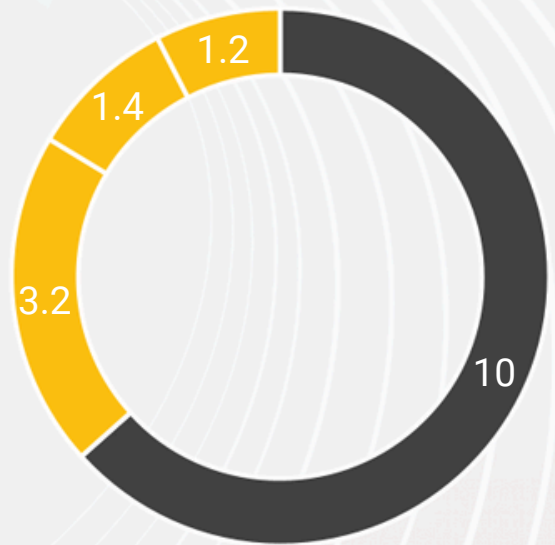
Cost  
\$8M

↑ +10%

Profit Margin

50%

↓ -5 percentage points



Goal Completion



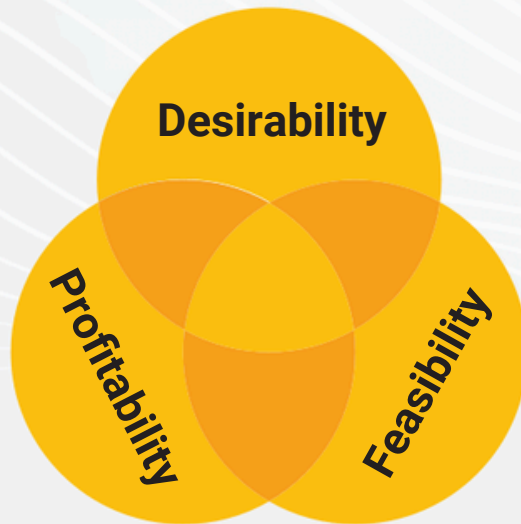
Number of

Employees

10,230

↑ +10%

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What is the potential demand for our product in this new market?

Very High

What is the feasibility of entering this new market?

High

What will be the profitability of this strategic initiative?

Very High

## Caption

Very low

low

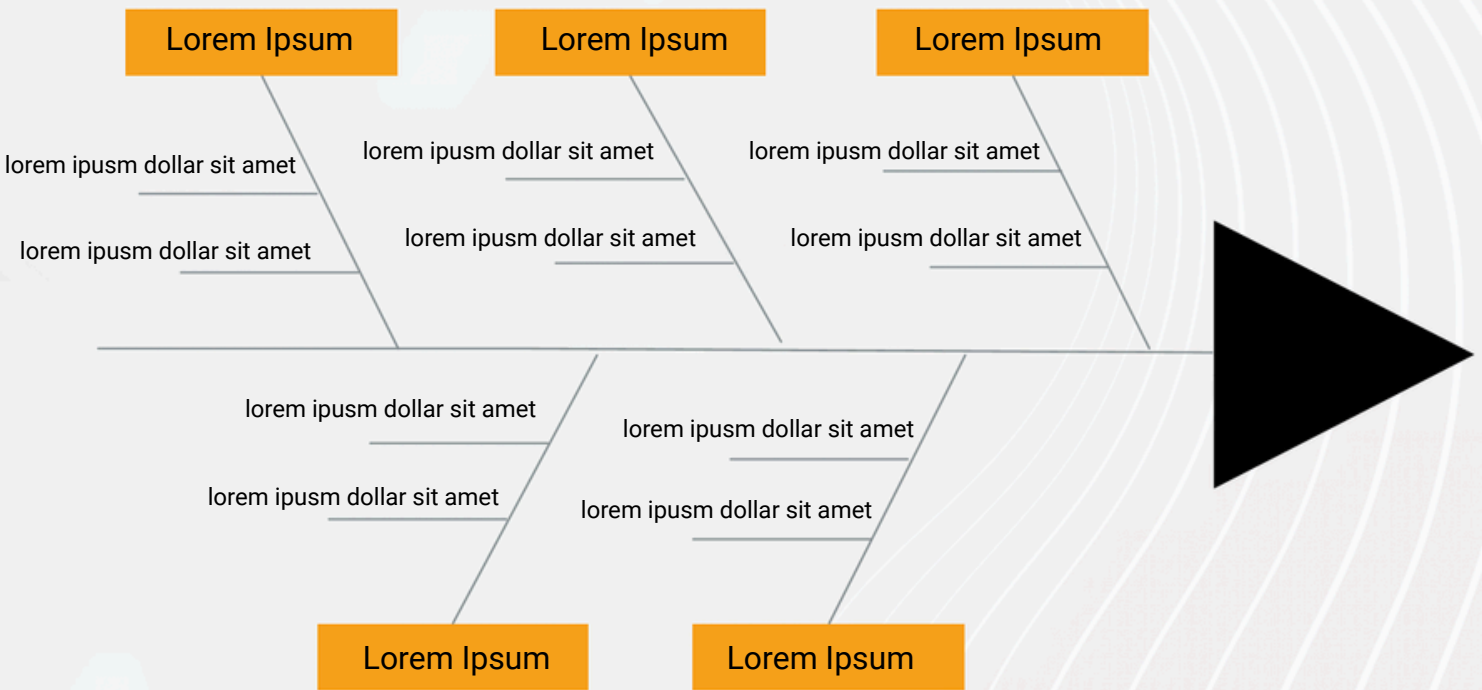
Medium

High

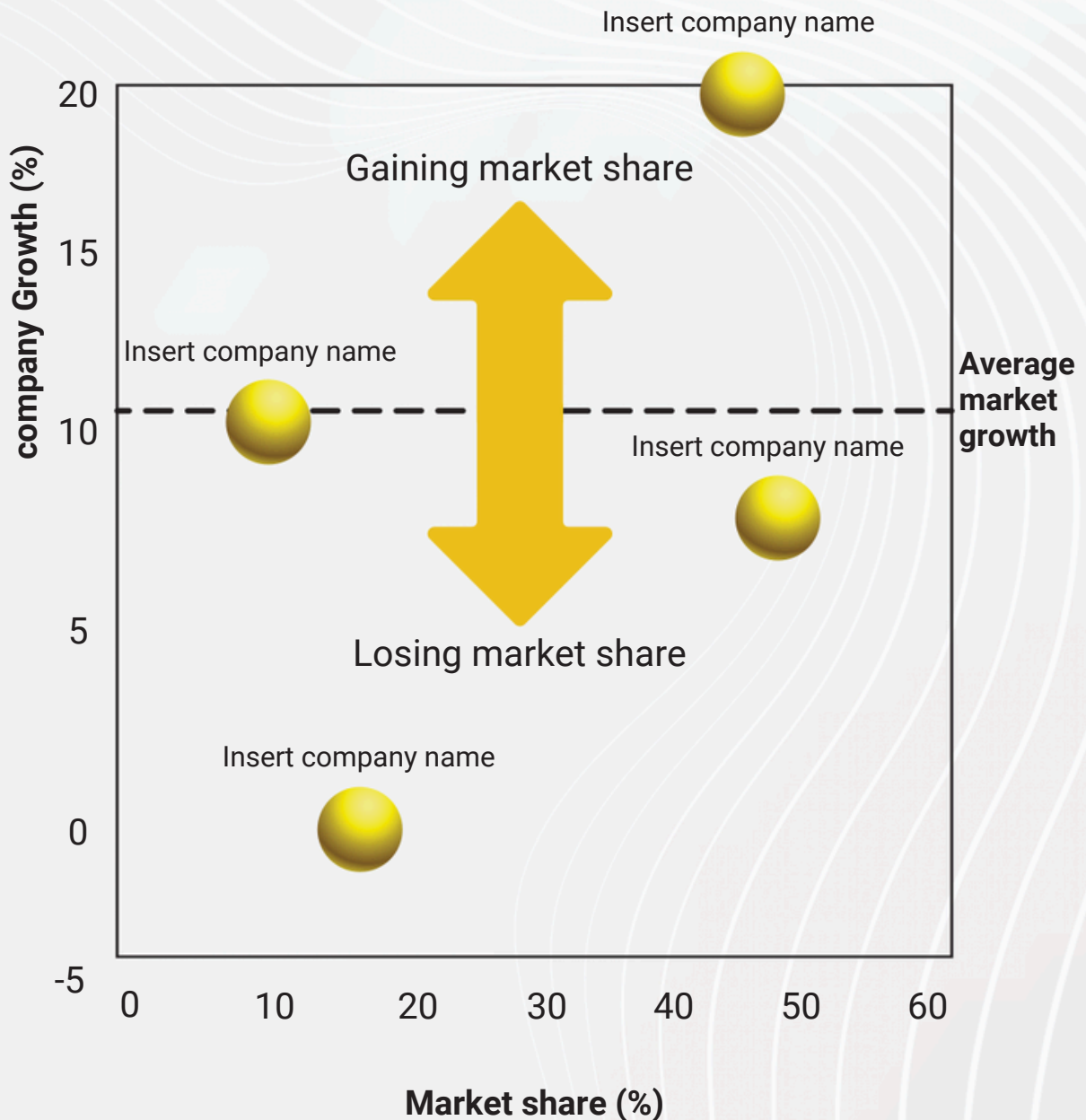
Very High

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## Fish Bone Diagrams

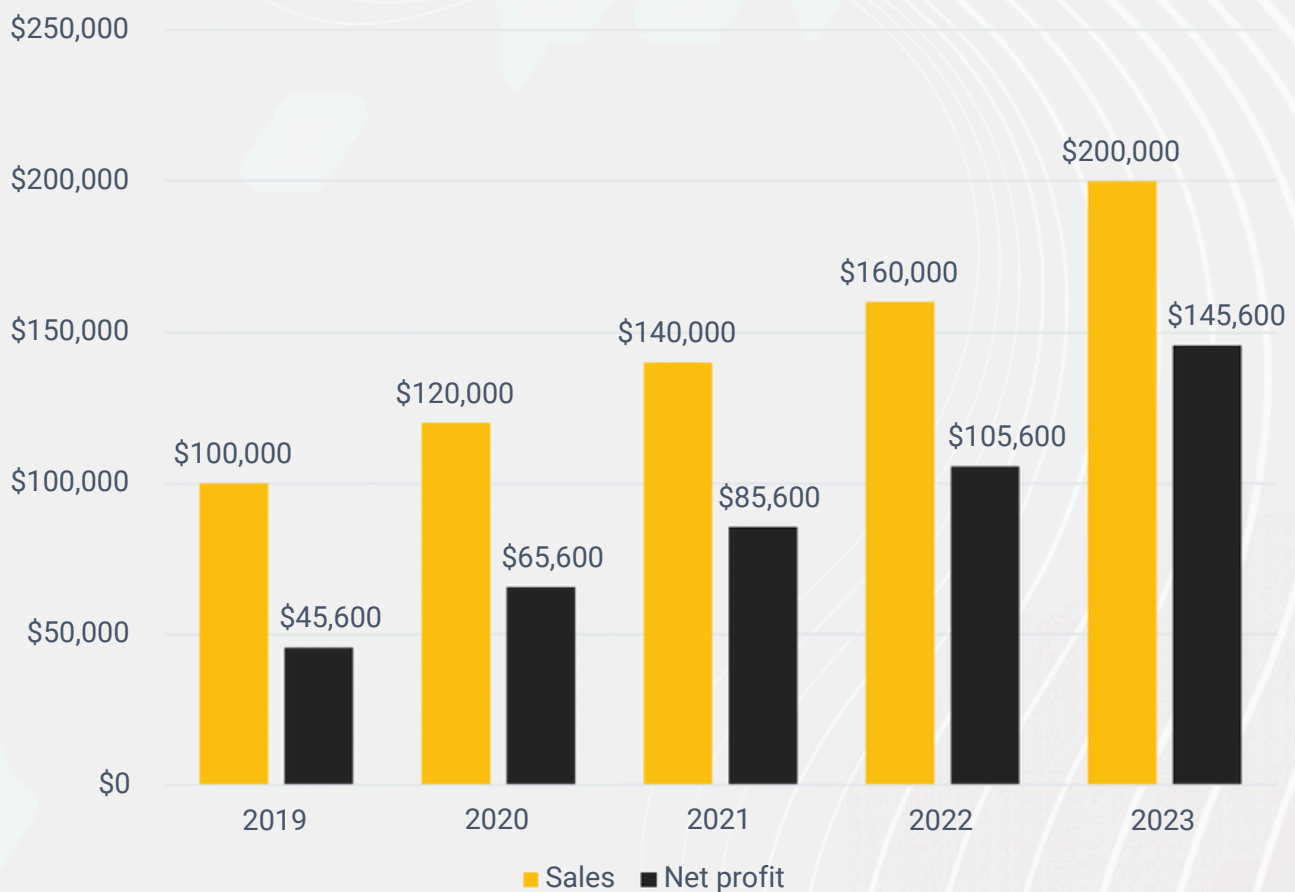


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## Sales & Net Profit Forecast





# Accreditation



Ministry of Foreign Affairs and Expatriates



The General Union of Workers in Public Services and Free Professions



Business Consultants Board



UK Education Quality Management



UK Register of Learning Providers



German Jordanian University





# Course Details



## Durations of the Course:

12 hours of theoretical and practical training.



## Target Audience:

1. Managers.
2. Small project managers.
3. Graduate students.
4. MBA and PhD students



## Location of the Course:

Online (Live).

# ▶▶▶ Trainer



**Dr. Mohammed**  
Abu Sweilem

Dr. Mohammed Abu Sweilem is a distinguished expert in management consulting and teaching, with a career spanning over 14 years. He holds a Ph.D. in Business Administration and specializes in transformational business strategies, focusing on Business Process Reengineering (BPR), Total Quality Management (TQM), and Organizational Behavior.

Dr. Abu Sweilem's expertise extends to team dynamics and group management, which are essential components in achieving successful transformations in business environments. He has proven his competence in guiding companies toward excellence across the globe, including in Jordan, the United Arab Emirates, and Silicon Valley, California, USA. Dr. Abu Sweilem's approach relies on a combination of rigorous academic research and practical real-world applications, making him sought-after consultant for companies aiming for innovation and superiority in their competitive environments.

**SCAN ME!**



# ▶▶▶ Our Clients



مركز إرادة للعلاج والتأهيل في دبي  
**Erada Center**  
For Treatment and Rehab in Dubai



**ZAHRAWI**



**MetLife**

مصرف الهلال  
al hilal bank



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شركة تطوير العقبة  
AQABA Development Corporation



QUEEN RANIA TEACHER ACADEMY  
أكاديمية الملكة رانيا لتدريب المعلمين



Exeed  
Electronics

جبل عمان  
Jabal Amman



TKIYET UM ALI  
FOOD FOR LIFE



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شركة ادارة الاستثمارات الحكومية  
GOVERNMENT INVESTMENTS  
MANAGEMENT COMPANY



THANK  
YOU

