



MASTERSTART



Delivered 100% online



4 – 6 learning hours per week



9 weeks

**Gordon Institute
of Business Science**

University of Pretoria

Strategic Business Consulting

Turn complex business challenges into actionable, sustainable solutions.

This course equips learners with the skills to analyse challenges, interpret data, and craft evidence-based strategies. By applying critical thinking and consulting techniques, learners will deliver tailored, ethical, and sustainable solutions that drive long-term business success.

What will you learn?



Organisational advice

Providing expert guidance on structure, processes, and change management to optimise performance.



Implement business solutions

Applying targeted strategies to resolve specific business issues and improve processes.



Present solutions

Effectively presenting ideas and proposals to address business needs and challenges.



Strategic vision

The ability to develop and communicate a clear, long-term vision for the organisation, guiding its strategic direction.



Stakeholder leadership

The practice of effectively guiding and influencing stakeholders towards shared goals and outcomes.



Sustainability vision

Developing and promoting a long-term vision that incorporates environmental, social, and economic sustainability into the organisation's strategy.

Contact Us



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register@masterstart.com



www.masterstart.com



Certificate of
Competence

Course outline

 7 collaborative learning sessions



WEEK 1

Orientation

Meet your Industry Expert, Learner Success Coach and other learners



WEEK 2

Module 1

Introduction to business consulting

Learn the fundamentals of strategic consulting, including key frameworks, client engagement, and the consultant's role in driving competitiveness and innovation.



WEEK 3

Module 2

Diagnosis and problem-solving

Apply root cause analysis, critical thinking, and strategic planning tools to deconstruct problems, evaluate solutions, and design sustainable business strategies.



WEEK 4

Module 3

Strategic planning and analysis

Design and deliver strategic plans through environmental analysis, action planning, and performance monitoring, ensuring solutions align with organisational goals.



WEEK 5

Module 4

Project management for consultants

Learn to plan, coordinate, and execute projects effectively by managing scope, resources, risks, and communication to ensure successful consulting outcomes.



WEEK 6

Module 5

Communication and stakeholder engagement

Develop persuasive communication, stakeholder engagement, and negotiation skills to build strong relationships, align expectations, and ensure project success.



WEEK 7

Module 6

'Sales' for business success

Learn consultative selling, proposal development, and client relationship strategies to build trust, close deals, and drive long-term consulting success.



WEEK 8

Module 7

Measuring success and ROI

Evaluate consulting outcomes using KPIs and ROI analysis, and apply feedback mechanisms to ensure continuous improvement and long-term value.



WEEK 9

Assessment

Strategic Business Solution relevant to a business environment.

Who is this course for?

This course is ideal for aspiring consultants, managers, and business professionals who want to sharpen their ability to solve complex organisational challenges, provide evidence-based recommendations, and drive sustainable growth through strategic business consulting practices.

The learning experience

MasterStart courses are developed to provide a learning experience that builds competence and professional confidence. This unique online learning approach means you will:



Enjoy full learning support for your course, in the form of a dedicated team of an Industry Expert, Learner Success Coach and Learning Support Coordinator.



Learn from a mix of self-paced study modules, quizzes and interactive activities.



Access resources, audio notes, and a community chat for additional support and discussion.



Engage in collaborative learning sessions to apply what you've learned in practical ways.

All MasterStart courses are aligned to Category-B of the BBBEE Skills Development matrix.

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