# IS consultancy

The rapid pace of change and increasing specialisation within many industries means that the demand for highly regarded and credible consultants with proven expert skills and competencies is growing rapidly.

Consultancy requires the provision of expert advice, analysis and interpretation. A consultant must draw upon and apply their knowledge, skills and techniques to solve a business problem and meet required business needs.

IS consultancy expertise helps an organisation streamline current practices to save money, time, and effort and help focus resources on the right tasks.

www.bcs.org/isconsultancy

## IS consultancy career path

This career path illustrates the potential career progression you can make in IS consultancy. It recognises the importance of certification and experience, and provides a high level alignment with SFIA**plus** and the Institute's membership grades. This diagram summarises the characteristics and development needs that support your career in IS consultancy. For a more detailed career path visit **www.bcs.org/isconsultancy** 

		SFIA <i>plus</i> level	Typical experience	Characteristics of level	BCS professional certification	Development needs	
	Chartered Professional Fellow	7	15+ years	Likely to: be recognised as an industry expert in their specialism  Typical experience: several high-level consultancy assignments, operating at the highest level typically director/executive board level		Wider business focused experience oriented towards IS management in general  Communication of the potential impact of emerging technologies and risk analysis  Strategic planning	
		6	10+ years	Likely to: provide consultancy within a strong business context and demonstrate wider business acumen  Typical job titles: principal / senior consultant  Typical experience: leading consultancy assignments, operating at the highest level typically board level	Chartered Professional is awarded on the basis	Seek to develop:  • wider business experience  • strategic management and leadership skills  • strong relationships with customers and industry leaders	s
		5	6-10 years	Likely to: have considerable breadth of experience in at least one specialism, have strong communication and soft skills  Typical job titles: senior consultant / consultant  Typical experience: evidence of assignment management skills practiced over several consultancy assignments	of knowledge, experience and professionalism  Certificate in IS Consultancy Practice	Seek to develop:  • public presentations / White Papers  • soft skills  • increasingly influential assignments  • business focussed assignments  • contributions to the formulation of strategies	
	sional	4	3-7 years  Career starting point	Likely to: have considerable breadth of experience in at least one specialism, have strong communication and soft skills  Typical job titles: consultant  Typical experience: evidence of consultancy assignments operating at starting level	Certificate in IS Consultancy Essentials  Develop a specialism within IS and undertake various Practitioner level certificates as appropriate from the Institutes portfolio	Seek to develop:  proposals for consultancy assignments  communication, negotiation and conflict management skills  specialist knowledge within IS  understanding of financial impacts	Your career progression
	Professional	3	2-3 years		Typically to progress you will need to gain a broad experience in other areas of IS such as:  Business analysis Solution development Service management Green IT		Your
		2	1-2 years		Institute membership provides services and benefits to support your career development		
	Associate	1			Review SFIA <i>plus</i> for guidance on developing your career ahead of taking specific certifications		

### **Career transitions**

As you progress along a particular career path, you are likely to develop interests and experience in other areas of IT and, having gained the necessary competencies, you may wish to change the direction of your career.

The typical and possible transitions into and out of this career path are indicated below.

#### Possible:

- Business analysis
- Solution development
- Software testing
- Service management
- Information security

The following certifications will help you develop your knowledge for more senior roles in IS consultancy, or in preparation for a transition to another career path:

#### Foundation

- Green IT
- Information Security Management Principles
- Business Analysis
- Systems Development

Other industry professional certifications are available and will be relevant to you as your career progresses.

### IS consultancy

Successful IS consultants are able to effectively adapt their critical business understanding and extensive knowledge to focus on resolving specific client issues. Our IS consultancy certification incorporates all the important consultancy skills and techniques an IS professional is likely to need now and in the future, including problem solving, communications and negotiation skills.

#### Certificate in IS consultancy practice

This advanced certificate is aimed at those who have well developed technical or business skills and need to operate in a consultative role to deliver IS services, provide expert advice and guidance on technical matters, and, in many cases, generate revenue from fees.

A comprehensive range of topics are covered, including:

- The structure of the IS/IT industry and the role of IS consulting
- Management of the client relationship
- Assignment structure, management and control
- Management of people and relationships
- Conducting a consulting assignment
- · Managing the quality of consulting assignment

Candidates will be awarded the Certificate in IS Consultancy Essentials on successful completion of the 2 hour written examination. Candidates may then choose to take the oral examination and be awarded the Certificate in IS Consultancy Practice.

Higher

Certificate in IS Consultancy Essentials Certificate in IS Consultancy

It is highly recommended that all candidates undergo accredited training before sitting the certificate. However, if you have a minimum of three years consultancy practice experience you may wish to apply as a direct entrant (without undergoing accredited training).

#### THE BENEFITS

#### For IS consultants

- Validation of your knowledge of critical analytical concepts and the skills necessary to perform your role
- Learn the most up-to-date techniques, problem solving and interpersonal skills specific to IS consultants
- Increase your marketability and credibility with clients and employers
- · Maximise your potential and enhance your earnings
- Learn alternative and creative ways of thinking
- Mapped directly to SFIA and SFIAplus highly relevant to your career path
- BCS membership available, supporting self-initiated professional development

#### For employers

- Provides support and valuable skills to business analysts and internal information systems consultants
- Ensure employees are working in line with industry best practice
- Knowledge can be instantly applied to improve current processes and working practices
- Aligned with SFIA**plus** providing a clear development path
- Ability to provide improvements to profitability

#### For training providers

- Recognised by industry and relevant to career progression
- Significant links to other certifications from BCS such as business analysis and solution development
- Additional revenue from a growing customer base
- Access an international market already recognising certifications from the Institute

## Find out more at www.bcs.org/isconsultancy

#### About BCS, The Chartered Institute for IT

Our mission as BCS, The Chartered Institute for IT, is to enable the information society. We're championing the global IS/IT profession by giving practitioners the professional development and career support they deserve.

Through our extensive certifications and professional development portfolio, we continue to set professional standards and raise levels of competence and professionalism in the industry. As the professional body for IT, we've an unrivalled insight into the industry and are ideally placed to guide IT professionals through their career and provide employers with expertly trained employees that add real value to their business.

#### Become a BCS Accredited Training Partner

Throughout the global IT industry, organisations are increasingly relying upon the support of specialist IS consultants to help in all aspects of their business.

Don't miss out on this global opportunity. Become part of our international network of training providers and enjoy the benefits that the Institute's endorsement can bring to your business. You must be accredited by us to deliver our certifications so apply for accreditation today.

www.bcs.org/trainingpartner

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