



Transitioning from Business Analyst to Business Consultant

Hosted by: Liva Randrembason, IIBA
Presented by: LN Mishra, Adaptive US Inc.

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Supports your connections, your development and your career growth



Online Library

- 300+ industry books and videos - a \$15,000 USD value.



Essential Resources

- *BABOK® Guide v3*
- Agile Extension to the *BABOK® Guide*
- QuickTips™
- Member e-newsletters & BA Lens magazine



Discounts

- Savings of 10-20% on conferences, including Building Business Capability (BBC)
- Training discounts



IIBA Career Resources

- Career Centre
- Competency Model
- Special Interest Groups



Connections

- Join your local Chapter
- Volunteer
- Participate in online Community



Webinars

- Access to webinars on the latest topics

OUR DRIVER

“Unite a
community of
professionals to
create better
business
outcomes”

- IIBA Core Purpose



Today's Presenter



LN Mishra

BA Author, Trainer and
President @ Adaptive US Inc.

- Trained more than 3000 Business Analysts on BABOK®
- IIBA® Volunteer and part of BABOK® V3 Questions Team
- Author of 20+ publications on Business Analysis
- <https://www.linkedin.com/in/lnmishra>



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LN Mishra, CBAP®
Adaptive US Inc.
20th June 2018

About Adaptive US

- World's leading provider of IIBA® certification trainings
- Adaptive provides IIBA® certification trainings with Success Guarantee
- World's leading BA publisher
- More than 5000 BAs benefited
- Successfully conducted 300+ workshops across the world

ADAPTIVE US
Be IIBA® Certified in 3 months. **Guaranteed.**

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Poll Time 1

**How many of you aspire to
be business consultants in
the future?**

Poll Time 2

**How many of you would
like to learn business
consulting skills?**

What is Consulting?

- ❖ An advisory service to improve client / organizational performance
- ❖ One of the oldest professions

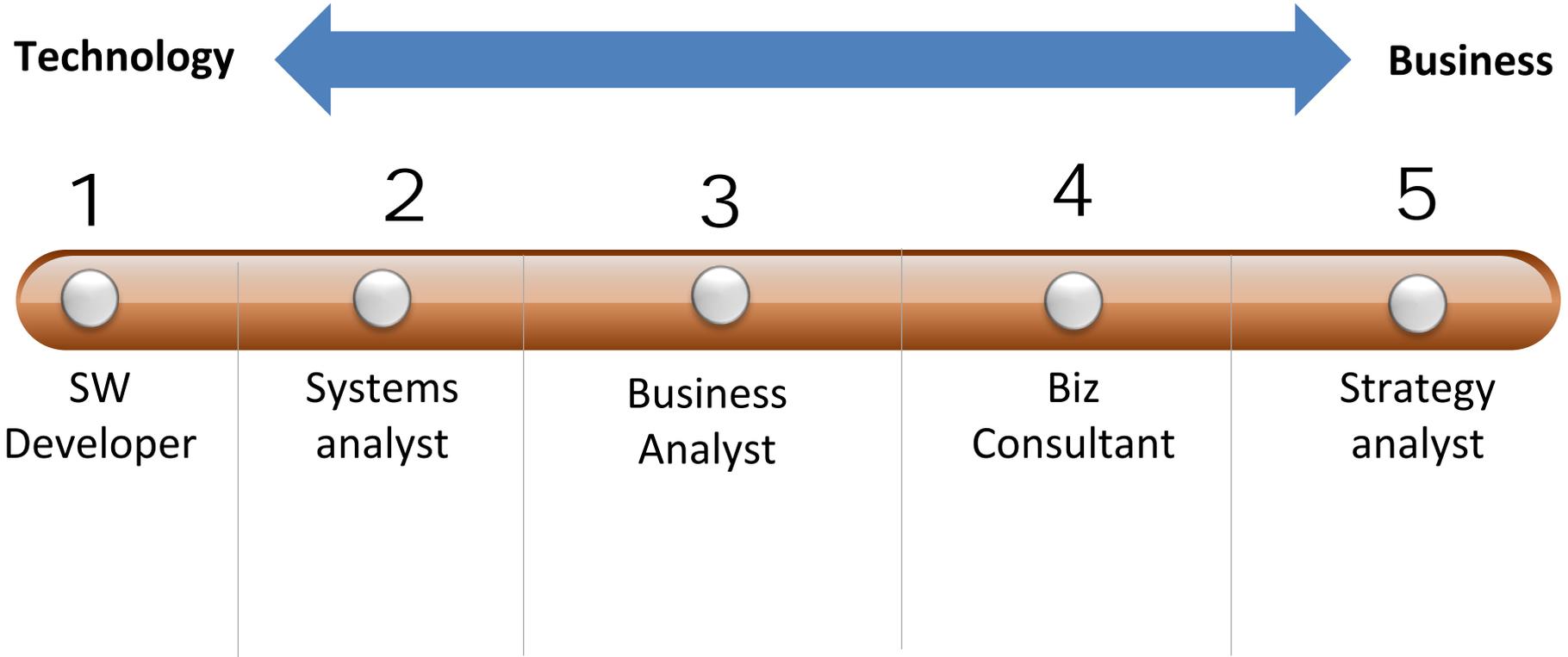


Why Consulting?

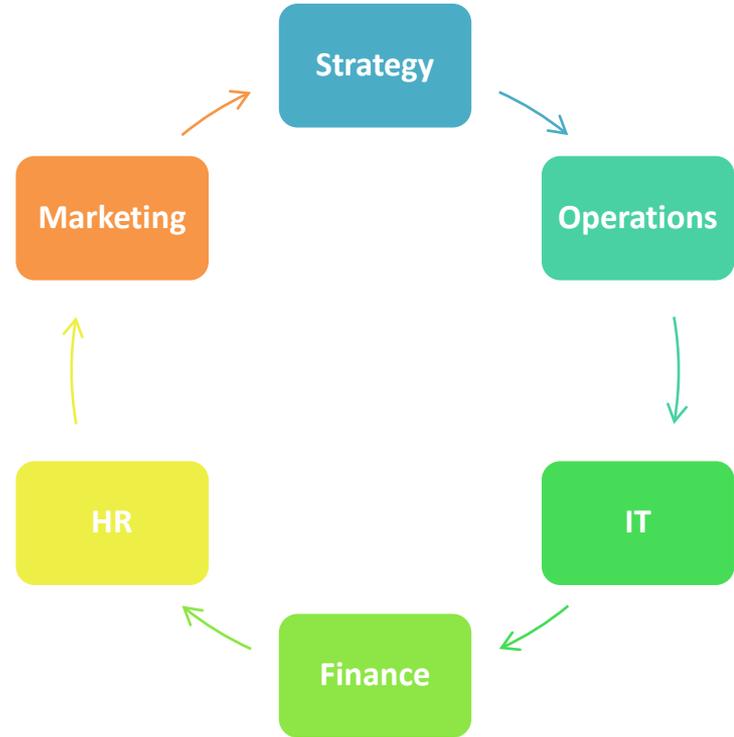
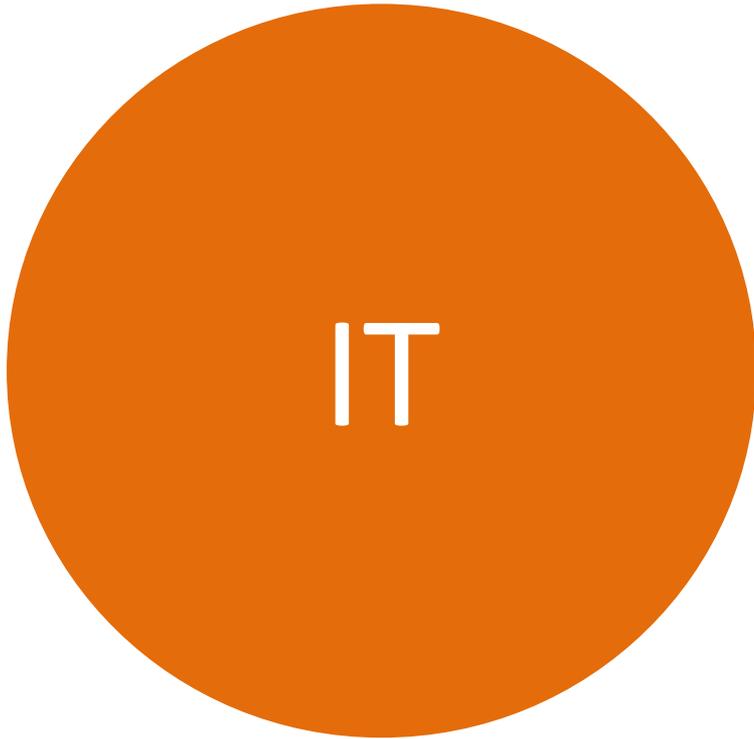
- ❖ An advisory service to improve client / organizational performance
- ❖ Allows a great deal of learning due to varying nature of engagements
- ❖ Ability to make greater impact
- ❖ Higher salary



The scale



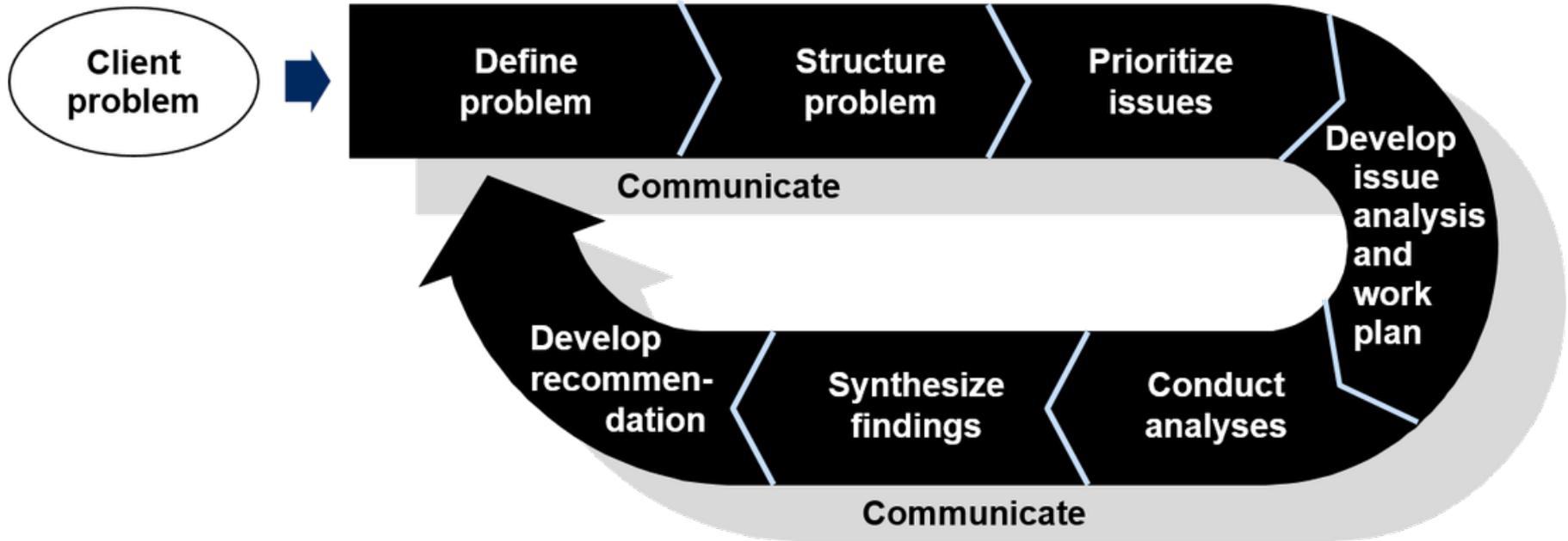
The 2 different worlds



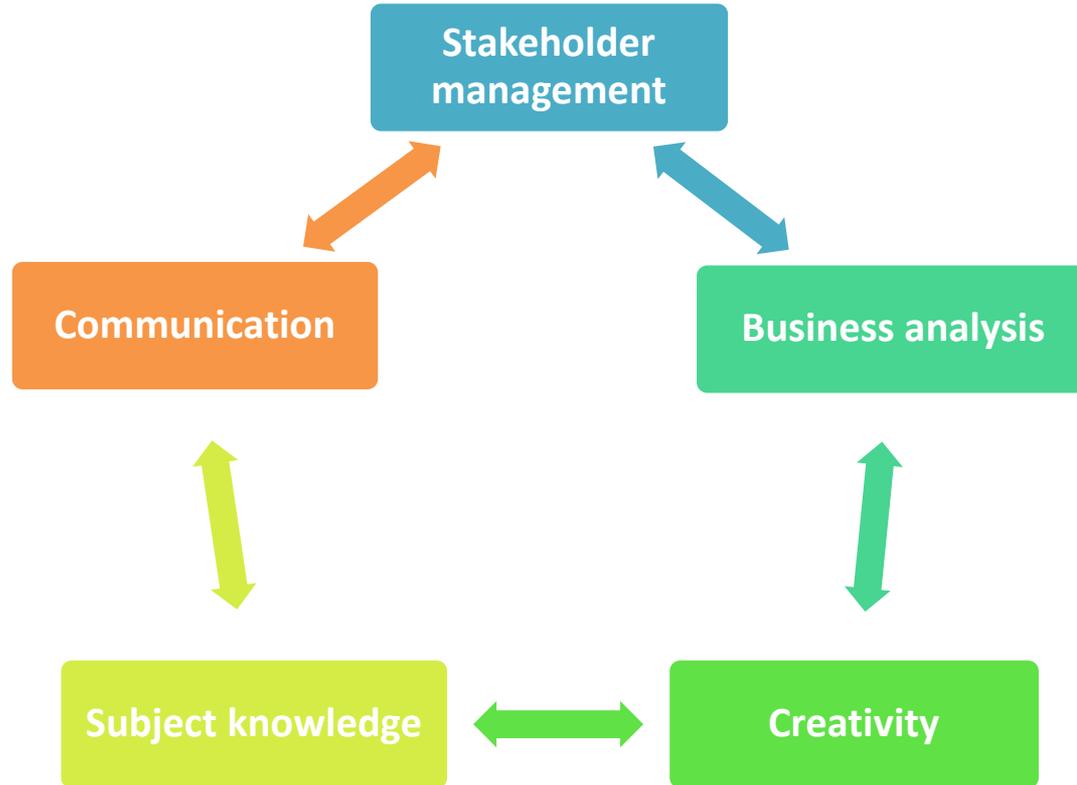
Key differences

Aspect	Business analysis	Consulting
Domain	Largely IT	Any aspects of organization
Analysis focus	Largely internal	Both internal and external
Focus on stakeholder management	Medium	High
Change impact	Medium	High

McKinsey's 7 Step Consulting process



5 Key Skills for Consulting



Skills BAs already know

- Stakeholder management
- Communication
- Systems analysis
- Process modeling



Skills BAs need to acquire

- Org. change management
- Financial analysis
- Process analysis
- Competitor analysis
- Market trends
- Customer trends



High level consulting process

Engage

- Understand problem
- Rules of engagement
- Responsibilities of both parties
- High level plan
- Build commitment

Analyze

- Build hypothesis
- Collect data
- Identify root-cause of problem

Propose

- Identify possible solutions
- Evaluate solutions
- Validate solution with stakeholders

Monitor

- Monitor solution effectiveness
- Plan future interventions

How to develop consulting skills

- ✓ Plan
- ✓ Prepare
- ✓ Succeed

Developing consulting skills

- Think beyond IT
- Make oneself familiar with management concepts
 - Strategic planning
 - Finance
 - Human resources
 - Sales
 - Marketing
 - Process improvement



Great resources for Consulting

- Flawless consulting
- Million dollar consulting
- Management consulting





thank you!

4E Methodology



Envision

Empower

Enable

Evolve

Value of consulting

