

Assess your Consulting Capability

This Capability audit will help you assess your strengths and areas for development as a consultant.

It is drawn from our wide range of exercises on the Consulting in Practice Programme.

Use it to help you identify those areas you probably rely on to deliver your consulting business, and those you need to develop to become a fully rounded consultant able to operate in a range of environments.

Using the following questions as a guide – and keeping in mind your overall consultancy business approach – assess your current level in each consultancy capability, where 0 = not at all; 10 = completely and consistently.

Add your ideas on how to maintain the high rankings, and improve lower ones. Which are most crucial to you?

Capability	Question	Assessment	Evidence / Ideas for improvement
Value Mind-set	Do you have an approach that reflects what you stand for and how you work?		
Brand Identity	Are you coherent on your brand and market positioning? Is it shared by your customers and colleagues?		
Speed	Can you move quickly to make important things happen fast?		
Accountability	Does high performance matter to the extent that you can ensure you follow through an assignment fully?		
Collaboration	Are you effective at collaborating with others (including customers) to gain both efficiency and leverage?		
Learning	Are you good at absorbing new ideas / information and generalising those ideas across boundaries?		
Leadership	Do you have a clear leadership approach that influences people on which results to deliver and how to deliver them?		
Customer centric	Do you form enduring relationships of trust with targeted customers?		
Innovation	Are you comfortable innovating with impact for new products / service and delivery?		
Efficiency	Do you control or reduce your costs by closely managing processes and projects?		