Theme	Key Responsibilities	Typical Deliverables
Client Advisory	Engage CXOs with strategic insights, create executive decks, lead transformation workshops.	CXO pitch decks, Transformation Roadmaps
Consulting Offerings	Develop repeatable offers, value propositions, pricing models, SoWs, and solution blueprints.	Consulting Offer Cards, Pricing Models
Business Development	Support RFP responses, presales, consultative selling, and account growth through IP.	RFP Exec Summaries, Proposals, Win Themes
Thought Leadership	Publish whitepapers, webinars, blogs, and social content aligned with company strategy.	PoVs, LinkedIn Posts, Webinar Scripts
Frameworks & Governance	Use TOGAF, Azure CAF, FinOps, and governance models for structured advisory delivery.	EA Models, CAF Blueprints, FinOps Reports
Multi-Industry Consulting	Map industry problems to tech solutions; tailor messaging for Retail, BFSI, Healthcare, etc.	Industry Use Case Matrix, Persona Maps
People Development	Mentor teams, build onboarding kits, lead by example, and create internal knowledge assets.	Mentoring Plan, Role Skills Ladder, KPIs
Profit Center Mindset	Track revenue, cost, utilization, and margin; align team performance with business goals.	P&L Dashboard, Billability Plan, KPI Tracker
Execution Advisory	Lead from the front by guiding client architecture reviews and creating strategic roadmaps.	EA Recommendations, Advisory Plans

Focus Area(s)	Daily Activity
Client Facing	Prepare a 3-slide CXO pitch: "AI-led Transformation in Retail"
Consulting Offerings	Draft a reusable offering: "Cloud Cost Optimization"
Business Development	Create mock response to a cloud RFP (Exec Summary + Scope)
Thought Leadership	Write a LinkedIn PoV post: "Modernizing Healthcare with GenAI"
Frameworks & Governance	Map TOGAF ADM phases to Cloud Migration Journey
Advisory over Execution	Review 3 client case studies; define advisory role in each
People Development	Prepare mentoring plan for 3 skill levels (Consultant → Sr. Mgr.)
Multi-Industry Consulting	Create industry matrix (Retail, Insurance, Healthcare use cases)
Profit Center Mindset	Build a consulting P&L model (Revenue, Cost, Margin)
Client Facing	Practice CXO-level advisory storytelling (record & playback)
Consulting Offerings	Package offer: "Enterprise Architecture Modernization Blueprint"
Business Development	Draft "Why Us" and pricing models for 2 offers (T&M + Fixed)
Thought Leadership	Design white paper outline on "Agentic AI in Insurance"
Frameworks & Governance	Draft FinOps cost control framework for cloud clients
Advisory over Execution	Simulate strategy workshop agenda with a CIO
People Development	Design a 2-week onboarding kit for new consultants
Multi-Industry Consulting	Build 3 persona pain points per industry (Retail, Banking, Health)
Profit Center Mindset	Prepare monthly consulting KPIs dashboard (Utilization, Margin)
Client Facing	Create a 15-min pitch deck for CIO: "App Modernization Roadmap"
Consulting Offerings	Add reusable IP: checklist, canvas, SoW template
Business Development	Analyze 3 winning proposal samples. Note language, structure
Thought Leadership	Record mock webinar intro for "Cloud-first Operating Models"
Frameworks & Governance	Draft CAF-aligned strategy document for an Azure migration
Advisory over Execution	Conduct mock EA review and give recommendations
People Development	Define your leadership style and feedback framework
Multi-Industry Consulting	Practice mapping GenAI + Cloud into each vertical's challenges
Profit Center Mindset	Simulate resource planning vs billability optimization
Review Day	Summarize all 9 areas in a 1-pager each (cheat sheet style)
Final Pitch	Create a full mock proposal + pitch for a $2M EA engagement
Strategy Reflection	Define your 6-month vision as Consulting Director (deck format)

Project Execution ★★★★☆ | People Development ★★★★☆ | Business Development ★★★★★ | Expertise ★★★★☆ | Practice Development ★★★☆☆

Focus Area	Daily Practice (4 Hours)
Consulting Support	Create a reusable offer deck (Problem > Solution > Value > SoW). Choose 1 topic (e.g., Cloud FinOps).
Engagement Delivery	Design a client engagement model – goals, governance, cadence, roles, KPIs.
Business Analysis	Draft a stakeholder map + problem statement + business case for a sample client.
PeopleCare	Prepare a mentoring & skills matrix (Consultant to Sr. Manager growth path).
CXO Relationship	Simulate a 15-minute CIO call (build CXO connect slide + value-first agenda).
RFP/BD Support	Build an RFP boilerplate response (Exec Summary + Value Prop + Deliverables).
Consulting Sales	Create a pricing calculator (T&M + Fixed Bid) with margin insight.
Thought Leadership	Write a PoV or LinkedIn post: "How GenAI Will Disrupt Enterprise Strategy."
Knowledge Management	Design a Notion or Excel template to collect & tag IP (checklists, canvases, decks).
Skill Recency	**Curate 10 must-know GenAI tools or Azure FinOps practices with a 1-line use case each.**
Finance & Operations	Build a mock P&L tracker (Monthly revenue, cost, margin, utilization).
Consulting Support	Refine offer #2 – e.g., "AI-Powered Insurance Claims Automation Strategy."
Engagement Delivery	Create a sample CXO-level engagement roadmap (Day 0 to Day 90).
Business Analysis	Create a "Current vs Future State" analysis slide for Cloud Migration.
PeopleCare	Prepare a "Consulting Onboarding Plan" – 2-week bootcamp format.
CXO Relationship	Prepare a QBR (Quarterly Business Review) template and practice pitch.
RFP/BD Support	Draft a "Why Us" + differentiator slide using storytelling format.
Consulting Sales	Build a pipeline tracker (Stages: Qualify → Solutioning → Proposal → Win/Loss).
Thought Leadership	Record a 5-min video script for a GenAI + Azure webinar.
Knowledge Management	Create 1 reusable EA template (e.g., TOGAF Architecture Vision canvas).
Skill Recency	Take 2 micro-courses or read whitepapers on Azure CAF/TOGAF/GenAI use cases.
Finance & Operations	Simulate a quarterly forecasting session with growth levers & blockers.
Consulting Support	Review 1 customer's case study; map where consulting advisory could've helped.
Engagement Delivery	Define engagement KPIs: value delivered, CXO feedback, reuse, revenue per consultant.
Business Analysis	Use a BPMN tool to model one process (e.g., Loan Origination or Claims Journey).
PeopleCare	Draft internal knowledge-sharing session calendar for your team.
CXO Relationship	Write an outreach template email to CIO/CTO for initial connect + diagnostic meeting.
Thought Leadership	Publish a GenAI-led transformation framework or strategy article.
Knowledge Management	Organize your IP into 3 folders: Strategy, Delivery, Assets (with tags).
Review & Strategy	Build your personal Consulting Director scorecard + 3-month plan.