

360° Consulting Impact Assessment

Personal Assessment & Project Examples

All rights reserved. Copyright 2024 © WAVESTONE Germany AG.

WAVESTONE



Assessment Overview & Instructions

The goal of the assessment is to understand the level of your client & market impact in the various actions (Consult, Sell, Lead, Innovate) of a consultant.

Please prepare a structured presentation of your own assessment for the four actions and provide examples out of your work to underpin your statements. Please consider the following topics during your assessment:

- In which areas do you see your strengths?
- What have been the most critical challenges for you to overcome?
- Where do you see your next steps in developing further as a consultant?

Presentation Instructions

Please prepare a visual presentation covered the four actions (20 to 30 minutes) with consideration of a project examples that you have dealt with in the past few years. For confidentiality purposes you may present the client anonymously. You may use for the presentation a tool of your choice.

Consulting actions – Guiding Questions

Consult

- What are the core results of your consulting work within client projects? For example: business cases, architectures, design or implementation of solutions.
- Please provide insights into the complexity of your projects and the impact of your results on the client. What roles have you taken on?
- What challenges have you faced, and what strategies have you applied to succeed?
- Please also describe the impact your work has had on the client organization and its success.

Lead

- Please describe your responsibilities in leading and developing consultants.
- We are interested in both qualitative aspects (e.g. your leadership style, key experiences and insights, how you motivate people, long-term career development) and quantitative aspects (e.g. number of people led).
- Both project leadership and leadership within the internal consulting organization are relevant.

Consulting actions – Guiding Questions

Innovate

- What is your mindset towards innovation?
- Please provide examples of your work where you generated ideas, new approaches, or new solutions and services in your field.
- What is your perspective on market and client trends in your consulting domain?
 - What future demands do you foresee?
 - What might become obsolete?
 - Which capabilities will be essential for success as a consultant?

Sell

- What is your track record in building sales and managing client accounts?
- What is your experience in pitching and winning client RFPs? What was your scope of responsibility?
- What revenue have you acquired?
- What project revenue do you currently manage?

Sophie GOEBEL
Senior Talent Acquisition Partner

M +49 151 422 01 912
sophie.goebel@wavestone.com

Alina SUDMANN
Talent Acquisition Partner

M +34 680 748 189
alina.sudmann@wavestone.com

