

FINANCE & ACCOUNTING | COURSE BROCHURE

Consultancy Skills for Auditors

5 days | Classroom training | English

SMART HORIZON

info@smart-horizon.eu
Amsterdam
The Netherlands

Explore current programmes

https://smart-horizon.eu



Course content

Why attend

This course equips auditors with essential consultancy skills to enhance client relationships, improve communication, and deliver value-added services. Participants will learn to diagnose client needs, provide tailored recommendations, and implement effective solutions within the auditing context.

Auditors frequently encounter challenges when translating technical findings into actionable insights for clients. This course addresses the gap between audit results and client expectations, enabling auditors to communicate effectively and build trust. Understanding client needs is critical for delivering value and fostering long-term relationships. Participants will engage in role-playing scenarios to practice these skills, allowing them to refine their approach to client interactions. By learning to identify and articulate client pain points, auditors can position themselves as trusted advisors rather than mere compliance checkers, which is essential in a competitive landscape.
The ability to provide consultancy services significantly enhances the auditor's role. Participants will engage in practical exercises that simulate real-world client scenarios, where they will assess needs, develop tailored strategies, and present their recommendations. This hands-on approach ensures that auditors can apply their learning directly to their work environment. By honing these skills, auditors can elevate their professional value, improve client satisfaction, and ultimately contribute to better organisational outcomes. The course will also cover strategies for overcoming resistance to change and ensuring successful implementation of recommendations, which are crucial for long-term client relationships.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

The course employs a blend of interactive workshops, case studies, role-playing exercises, and group discussions to facilitate learning. Participants will work on real-world scenarios that simulate client interactions, allowing them to practice consultancy techniques in a safe environment. Each day will culminate in a practical application where participants will produce tangible outputs, such as client needs assessments, tailored consultancy proposals, and presentation materials. This experiential learning approach ensures that participants not only understand the theoretical aspects of consultancy but also gain the confidence to apply these skills effectively in their auditing roles. By integrating theory with practice, participants will leave equipped to enhance their consultancy capabilities immediately.



Course content

Course objectives

By the end of this course, participants will be able to:
• Analyse client needs to identify gaps in current auditing practices and propose solutions.
• Design tailored consultancy approaches based on specific client scenarios to enhance service delivery.
• Assess the impact of audit findings on client operations and strategic decisions to ensure relevance.
• Justify recommendations using data-driven insights and best practices to support client engagement.
• Construct effective communication strategies for presenting audit results to clients in a clear manner.
• Prioritise actions based on client feedback and organisational goals to maximise impact.
• Evaluate the success of implemented recommendations to ensure continuous improvement.

Target audience

This course is suitable for:
• Internal Auditors looking to enhance their consultancy skills.
• External Auditors aiming to provide added value to their clients.
• Audit Managers seeking to improve team consultancy capabilities.
• Compliance Officers who need to communicate audit findings effectively.

Target competencies

Participants will develop competencies in:
• Client needs assessment and analysis
• Tailored consultancy approach development
• Effective communication and presentation skills
• Data-driven decision-making
• Strategic prioritisation of recommendations
• Building and maintaining client relationships

Course outline

Day 1: Understanding the Consultancy Role in Auditing

Applied activity: Participants will role-play as auditors meeting a fictional client to discuss their expectations and needs. They will gather information and identify key areas where consultancy can add value, focusing on effective questioning techniques and active listening.
Output: A client needs assessment report summarising findings and potential consultancy opportunities.

09:00–09:54	Defining consultancy within the auditing context and its importance



Course content

09:54–10:48	Distinguishing between auditing and consultancy roles in practice
10:48–11:00	Identifying key consultancy skills for auditors to develop
11:00–11:30	**Coffee break**
11:30–12:12	Identifying key consultancy skills for auditors to develop (continued)
12:12–13:06	Understanding client expectations and needs through effective questioning
13:06–14:00	Exploring the benefits of consultancy for auditors and clients alike

Day 2: Effective Communication Techniques

Applied activity: In pairs, participants will present audit findings to a fictional client, focusing on clarity and engagement. They will receive feedback on their communication style and effectiveness, adjusting their approach based on client reactions and questions.
Output: A presentation deck that effectively communicates audit findings and actionable recommendations.

09:00–09:54	Understanding communication styles and their impact on client relationships
09:54–10:48	Developing active listening skills to enhance client interactions
10:48–11:00	Practising clear and concise reporting methods for audit findings
11:00–11:30	**Coffee break**
11:30–12:12	Practising clear and concise reporting methods for audit findings (continued)
12:12–13:06	Utilising visual aids to enhance presentations and client understanding
13:06–14:00	Adapting communication for different client types and contexts

Day 3: Tailoring Consultancy Approaches

Applied activity: Working in groups, participants will develop a tailored consultancy strategy for a given client scenario, considering their unique challenges and organisational context. They will present their strategies to the class for critique, focusing on alignment with client needs.
Output: A consultancy strategy document outlining recommended actions, justifications, and implementation steps.

09:00–09:54	Assessing client situations and organisational culture for better alignment
09:54–10:48	Developing customised consultancy strategies based on client challenges
10:48–11:00	Utilising frameworks for effective consultancy delivery and implementation
11:00–11:30	**Coffee break**



Course content

11:30–12:12	Utilising frameworks for effective consultancy delivery and implementation (continued)
12:12–13:06	Integrating audit findings into consultancy recommendations for relevance
13:06–14:00	Evaluating the feasibility of proposed solutions to ensure client buy-in

Day 4: Implementing Recommendations and Solutions

Applied activity: Participants will simulate a follow-up meeting with the client to discuss the implementation of recommendations, addressing any concerns or resistance encountered. They will role-play both auditor and client perspectives, focusing on negotiation and persuasion techniques.
Output: An implementation action plan detailing steps, timelines, and responsibilities for client engagement.

09:00–09:54	Creating action plans for client implementation of recommendations
09:54–10:48	Monitoring and evaluating the impact of recommendations on client operations
10:48–11:00	Facilitating client buy-in for proposed changes through engagement
11:00–11:30	**Coffee break**
11:30–12:12	Facilitating client buy-in for proposed changes through engagement (continued)
12:12–13:06	Addressing resistance to change in client organisations effectively
13:06–14:00	Utilising feedback for continuous improvement in consultancy practices

Day 5: Integrating Consultancy Skills into Audit Practice

Applied activity: Participants will create a comprehensive consultancy proposal for a fictional client, integrating all skills learned throughout the course, and present it to the group for feedback. They will discuss potential challenges and solutions, ensuring readiness for real-world application.
Output: A complete consultancy proposal document ready for client presentation, including implementation strategies.

09:00–09:54	Combining audit and consultancy skills for enhanced service delivery
09:54–10:48	Developing a personal consultancy style that aligns with audit practices
10:48–11:00	Building long-term client relationships through trust and communication
11:00–11:30	**Coffee break**
11:30–12:12	Building long-term client relationships through trust and communication (continued)
12:12–13:06	Measuring the success of consultancy interventions and client satisfaction
13:06–14:00	Creating a personal development plan for ongoing consultancy skill enhancement



Course content

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Singapore Confirmed dates	9 Nov 2026	13 Nov 2026	**€2,820.-**
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**€1,250.-**
London Confirmed dates	23 Nov 2026	27 Nov 2026	**€2,450.-**
Online Confirmed dates	23 Nov 2026	27 Nov 2026	**€1,250.-**
Cape Town Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,890.-**
Online Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,250.-**
Dubai Confirmed dates	7 Dec 2026	11 Dec 2026	**€3,150.-**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Frankfurt Confirmed dates	14 Dec 2026	18 Dec 2026	**€2,650.-**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.-**
Kuala Lumpur Confirmed dates	11 Jan 2027	15 Jan 2027	**€1,450.-**
Online Confirmed dates	11 Jan 2027	15 Jan 2027	**€1,250.-**
Paris Confirmed dates	25 Jan 2027	29 Jan 2027	**€2,860.-**
Online Confirmed dates	25 Jan 2027	29 Jan 2027	**€1,250.-**
Istanbul Confirmed dates	8 Feb 2027	12 Feb 2027	**€2,650.-**
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,250.-**
Amsterdam Confirmed dates	22 Feb 2027	26 Feb 2027	**€2,540.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	22 Feb 2027	26 Feb 2027	**€1,250.-**
Barcelona Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,840.-**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.-**
Singapore Confirmed dates	8 Mar 2027	12 Mar 2027	**€2,820.-**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,250.-**
London Confirmed dates	22 Mar 2027	26 Mar 2027	**€2,450.-**
Online Confirmed dates	22 Mar 2027	26 Mar 2027	**€1,250.-**
Dubai Confirmed dates	12 Apr 2027	16 Apr 2027	**€3,150.-**
Online Confirmed dates	12 Apr 2027	16 Apr 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Frankfurt Confirmed dates	26 Apr 2027	30 Apr 2027	**€2,650.-**
Online Confirmed dates	26 Apr 2027	30 Apr 2027	**€1,250.-**
Rome Confirmed dates	3 May 2027	7 May 2027	**€2,450.-**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	10 May 2027	14 May 2027	**€1,450.-**
Online Confirmed dates	10 May 2027	14 May 2027	**€1,250.-**
Paris Confirmed dates	24 May 2027	28 May 2027	**€2,860.-**
Online Confirmed dates	24 May 2027	28 May 2027	**€1,250.-**
Istanbul Confirmed dates	14 Jun 2027	18 Jun 2027	**€2,650.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	14 Jun 2027	18 Jun 2027	**€1,250.-**
Amsterdam Confirmed dates	21 Jun 2027	25 Jun 2027	**€2,540.-**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.-**
Rome Confirmed dates	28 Jun 2027	2 Jul 2027	**€2,450.-**
Online Confirmed dates	28 Jun 2027	2 Jul 2027	**€1,250.-**
Singapore Confirmed dates	12 Jul 2027	16 Jul 2027	**€2,820.-**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,250.-**
London Confirmed dates	26 Jul 2027	30 Jul 2027	**€2,450.-**
Online Confirmed dates	26 Jul 2027	30 Jul 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	9 Aug 2027	13 Aug 2027	**€3,150.-**
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**€1,250.-**
Frankfurt Confirmed dates	23 Aug 2027	27 Aug 2027	**€2,650.-**
Online Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,250.-**
Vienna Confirmed dates	30 Aug 2027	3 Sept 2027	**€2,940.-**
Online Confirmed dates	30 Aug 2027	3 Sept 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,450.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,250.-**
Paris Confirmed dates	20 Sept 2027	24 Sept 2027	**€2,860.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Istanbul Confirmed dates	11 Oct 2027	15 Oct 2027	**€2,650.-**
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,250.-**
Amsterdam Confirmed dates	25 Oct 2027	29 Oct 2027	**€2,540.-**
Online Confirmed dates	25 Oct 2027	29 Oct 2027	**€1,250.-**
Cape Town Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,890.-**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.-**
Singapore Confirmed dates	8 Nov 2027	12 Nov 2027	**€2,820.-**
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
London Confirmed dates	22 Nov 2027	26 Nov 2027	**€2,450.-**
Online Confirmed dates	22 Nov 2027	26 Nov 2027	**€1,250.-**
Dubai Confirmed dates	6 Dec 2027	10 Dec 2027	**€3,150.-**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**€1,250.-**
Frankfurt Confirmed dates	13 Dec 2027	17 Dec 2027	**€2,650.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.-**



Course content

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

info@smart-horizon.eu
Amsterdam
The Netherlands

View the latest course details online