

**cijays** enabling you to grow

## SHIFTPOINT Advisory

Elevate your expertise.

Master the consulting shift.

AdvisorTransition

for Corporate Leaders

Stepping into Consulting

1. begleitete Transition vom Corporate Leader zum Advisory Executive – mit klarer Rollenlogik, Advisory Identity und Erwartungsmanagement
2. Aufbau consulting-reifer Capabilities in Problem Structuring, Executive Communication, Client Leadership und Commercial Ownership
3. souveräne Navigation interner und externer Stakeholder – inklusive Politics, Sponsorship und Positionierung innerhalb Beratung
4. Sparring in realen HighStakes Advisory-Situationen, um Wirkung, Präsenz und Entscheidungssicherheit schnell zu erhöhen
5. Design eines belastbaren 12-Monats-Erfolgsplans, der sichere Integration, frühe Erfolge und nachhaltige Partner-Level-Performance ermöglicht



## Advisor Transition for Corporate Leaders Stepping into Consulting

### 6 MONTHS PROGRAM

#### DAUER

24 Wochen total  
6 Phasen, jeweils 3-5 Wochen

#### FREQUENZ

- 2-3 Sessions pro Monat (60-90 Min)
- asynchrones Sparring zwischen Sessions
- (optional) Shadowing

#### OUTCOME

- sichere Integration in Beratung
- Consulting-ready Identity + Capabilities
- starkes Client Leadership Fundament
- klarer Pfad zu Partner-Level Performance

**KICK-OFF  
POSITION +  
GO2CONSULTING**

week 01-02

**DIAGNOSTIC +  
REFLECTION**

week 03-06

**ADVISORY  
TRANSITION  
DESIGN**

week 07-10

**CONSULTING  
CRAFT  
MASTERY**

week 11-16

**CLIENT  
LEADERSHIP &  
PARTNER  
PERFORMANCE**

week 17-20

**IMPLEMENT +  
IMPACT  
BUILD-UP**

week 21-24

#### ACTIVITIES:

- Klärung Mandat, Zielbild + Erfolgsdefinition
- Einordnung Corporate-to-Advisory Shifts
- Erwartungsmanagement zu Rolle, Rhythmus + Mandatslogik
- 1ste Hypothesen zur Advisory Identity

- Analyse Professional Footprint + Leadership-TrackRecord
- Energy + Motivators Assessment
- GapAnalysis: Consulting Craft, Client Leadership, Commercial
- 360° Advisory Readiness Check

- Entwicklung Advisor Identity Blueprint
- Definition persönlicher Consulting Shift
- Design 90-Day Transition Roadmap
- Schärfung Positionierung + Advisory Narrative
- internal Integration Plan (Allies, Sponsorship, Practice Fit)

- Problem Structuring + Executive Messaging
- Advisory Presence + C-Suite Communication
- Simulation realer Beratungs- + Entscheidungssituationen
- Entwicklung Client Playbooks + Offering Drafts

- Trusted Advisor + Stakeholder Navigation
- Scoping, Proposals + Engagement Ownership
- internal Positioning + Sponsorship Strategy
- Practice + Thought Leadership Foundations

- Begleitung realer Advisory-Situationen
- Performance Sparring + internal Visibility
- Integration Tracking + Impact Review
- Finalisierung Leadership Identity
- Erstellung 12-Month Advisor Success Plans

#### OUTCOME:

- klarer Startpunkt
- gemeinsames Zielbild

- AdvisorCapability Map
- priorisierte Entwicklungsfelder

- klar positionierte Advisory
- Identity & Transition Plan

- Consulting-ready Tools Kommunikation + Auftreten

- Client Leadership Playbook
- Engagement Ownership Plan

- Sustainable Advisory Integration
- 12-Month Impact Plan