

Consulting Skills for Professional Auditors: How to Develop and Apply Internal Consulting Skills in the Audit Environment

Summary

The traditional definition of internal auditing is gone forever. In its place is the expectation that we will supplement our compliance, information verification and control testing responsibilities with value-based ideas for operational and technical improvement.

This seminar shows participants how to add measurable value by moving from internal auditor to internal consultant on every audit project. Included will be suggestions on how to blend traditional auditor responsibilities with a more consultative approach.

Learning Objectives

In this seminar, participants will learn a foundation in the fundamentals and on the job application of Internal Consulting Skills in an auditing environment.

Program Content

Participants will learn:

- How to create measurable value through daily ‘consultative moments’
- How to make the similarities between internal auditing and internal consulting work for you
- The Eight Steps of Internal Consulting Initiatives
- How to be recognized as the expert you are
- How to build credibility and visibility for yourself and your team
- How to identify where management needs your assistance
- Tips for getting “invited in” to improvement initiatives
- Effective Internal Contracting
- Getting and maintaining 50-50 participation
- How to present conclusions that generate action
- Behavior, communication and technical skills for internal consultants

Instructional Method, Program Length and Continuing Education Credits

This seminar utilizes a combination of lecture, discussion and short exercises. The most effective length is one full day. Specific seminar content, areas of emphasis, and program length are tailored to client needs. In accordance with the standards of the National Association of CPE Sponsors, Continuing Professional Education credits have been granted based on a 50-minute hour. National Registry of CPE Sponsors ID Number: 108226

Program Level:	Intermediate to Advanced
Prerequisites:	None
Advance Preparation:	A solid working knowledge of internal auditing theory practices
Delivery Method:	Group-Live
Field of Study:	Auditing
Recommended CPE Credits:	8 credits