



**ICE  
2022**

**54<sup>TH</sup> INTERNATIONAL  
CONFERENCE  
& EXHIBITIONS**

**LEADING PEOPLE;  
GROWING NATIONS**



## **VENUE**

Obi Wali International Conference Centre,  
Port Harcourt, Rivers State

## **DATE**

October 17 - 21, 2022



**IT'S NOT WHAT YOU LOOK  
AT THAT MATTERS, IT'S  
WHAT YOU SEE.**

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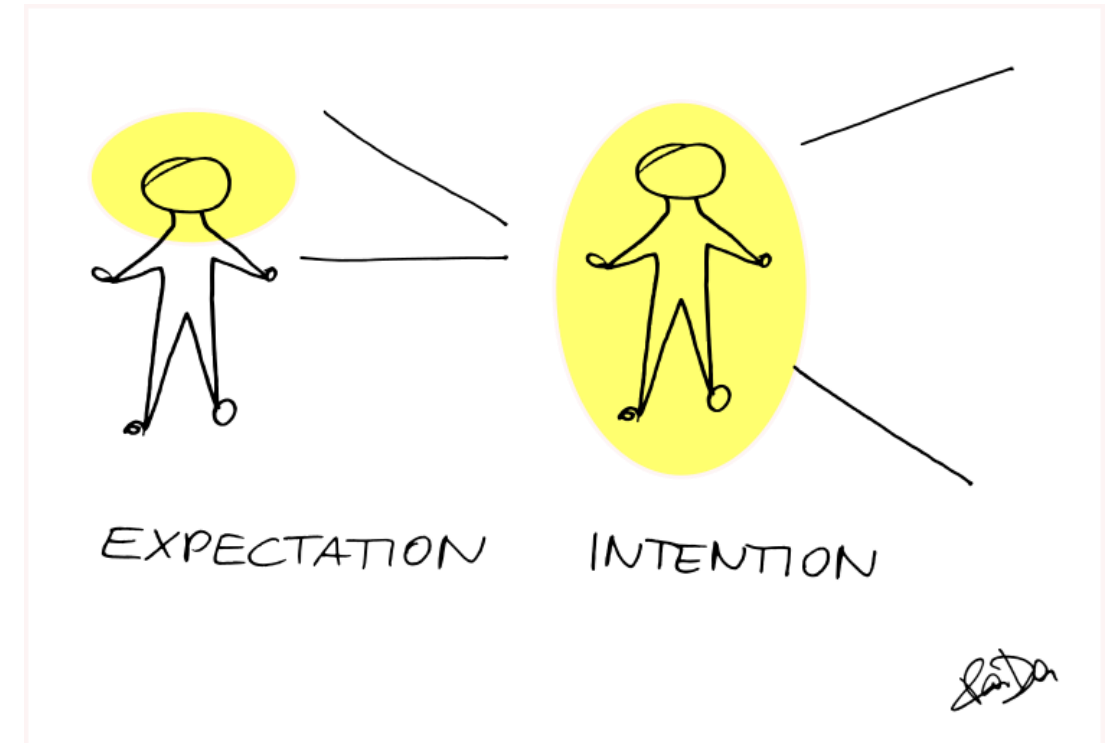


# **Building a Successful Consulting Practice**

**By**

**Ngozi Adebisi**

# What's your intention?



# First a bit about me



I'm Ngozi Zoe Adebisi



Lead Consultant and Executive Coach

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Here's what we do

### Our Identity:

OutsideIn HR is an innovative organization focused on developing people with a **vision to revolutionize HR in Nigeria and impact Africa.**

### Our Mission:

Achieving transformation from the outside in.

# Introduction



CONSULTING

## The Elements



Your Ticker



Your Moniker



Your Boss



Your World  
-“The Marketplace”



Yourself



# What's **your** Ticker?

Symbol or stock symbol is an abbreviation used to uniquely identify publicly traded share of a particular stock on a particular stock market



# What's **your** Moniker?

A personal name or nickname, an informal label often drawing attention to a particular attribute





## “Your Boss”

The person you report to at work directly or indirectly. Or someone who is more senior that can have an impact on your progression at your company.



# The Market Place

- ✓ What?
- ✓ Why?
- ✓ How?
- ✓ When?
- ✓ With whom?
- ✓ Why not?

# Your Self

*"Partnering with God"*



See



Hold



Hear



Walk

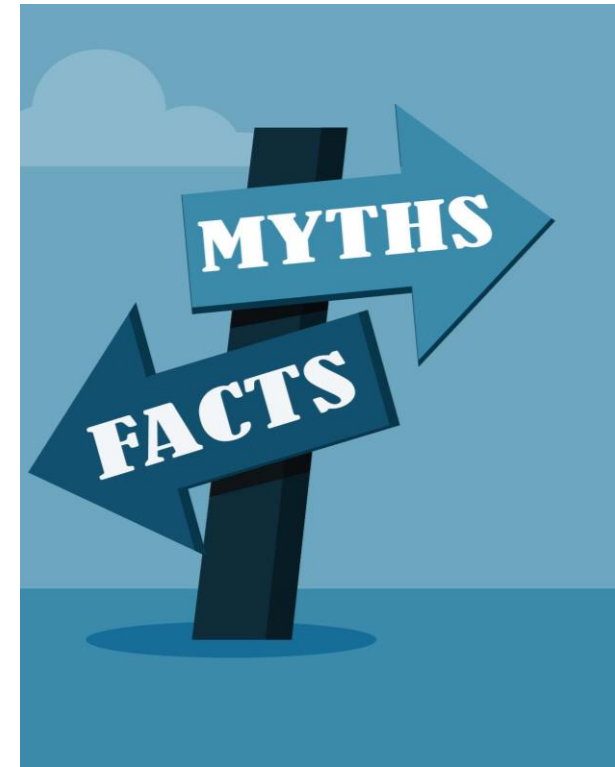


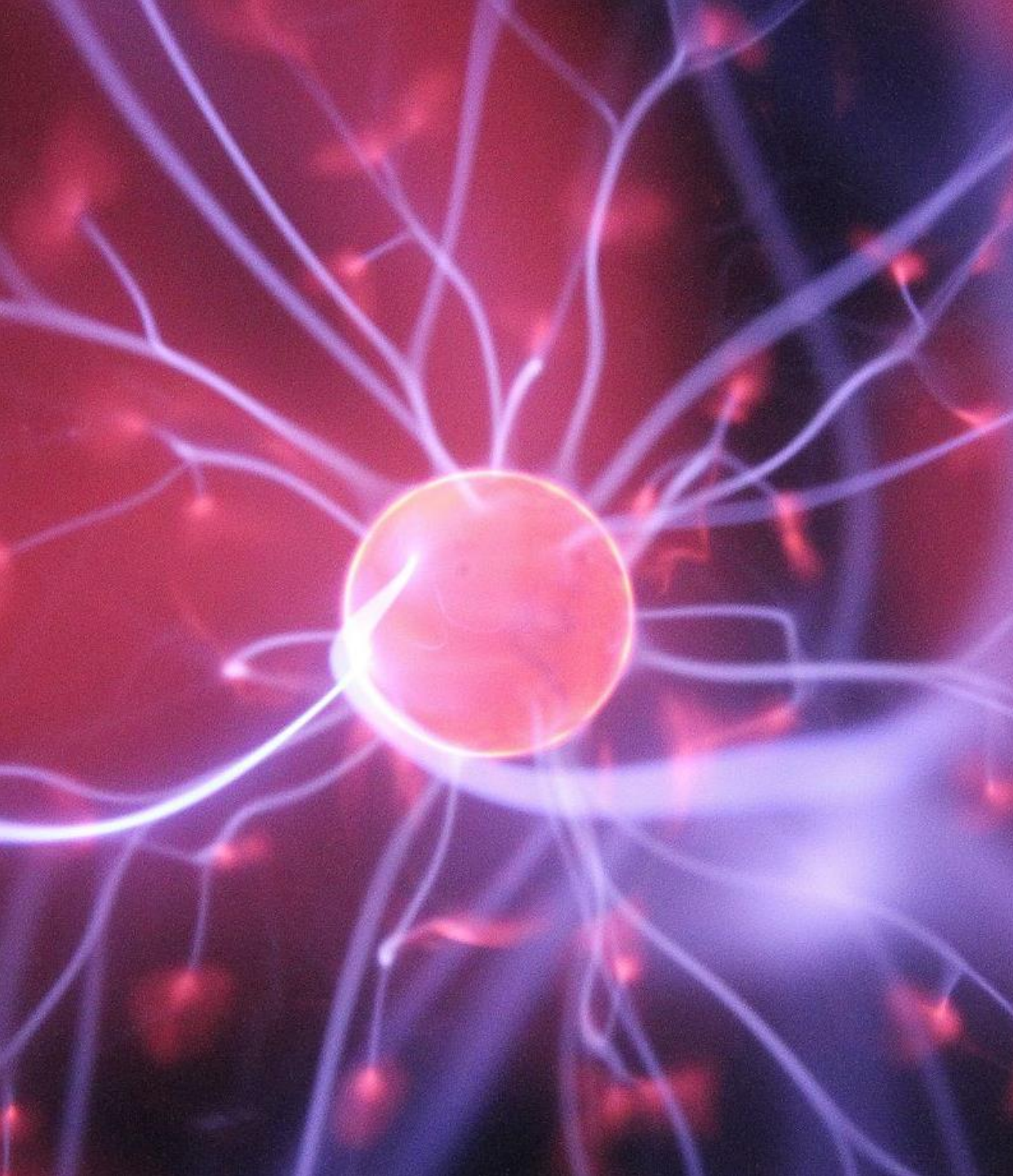
Do



# Myths about Consulting

- To attract clients, you must set your prices extremely low.
- Long hours are required of you.
- You must spend a fortune on a lawyer, accountant, marketer, sales etc
- People will line up at your door.
- Others ?





## Leadership Skills and Competencies



Emotional IQ



Decision Making



Problem Solving



**teambuilding™**



Coaching



Focus



Delegation

# Success Factors



- Grit
- Mindset
- Forward Thinking
- Work Ethic
- Creativity
- Not afraid to take risks
- Unselfish – 0% of 100 vs 40% of 100
- Intrinsic Motivation
- Building new neural pathways
- Above all: Partner with God – keeping it real!

Top 5 Priorities for HR Leaders in 2023

## Top 5 Priorities for HR Leaders in 2023

Gartner surveyed more than 800 HR leaders across 60 countries and all major industries to identify their priorities and challenges for 2023. The largest share of respondents put "leader and manager effectiveness" on their list, but many HR leaders will also prioritize organizational design and change management, employee experience, recruiting and future of work.



Note: Percentages represent the share of respondents naming the priority.  
n = 860 HR leaders  
Source: Gartner 2023 HR Priorities Survey



