



**PERTH CONSULTANT TRAINING SYLLABUS**

**Version 2.5**

**January 2010**

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## **Perth Certification Requirements and Training Syllabus**

Perth expects its consultants to have the following background and experience:

1. University degree or equivalent.
2. At least 20 years of professional experience
3. Extensive experience in business at senior levels or as a consultant working with senior executives
4. Extensive experience in executive coaching working with senior executives.
5. Good background and understanding of corporate financial reporting
6. Highly developed interpersonal skills.

### **Tier 1 - Assistant Consultant**

This provides basic instruction concerning the Perth Leadership Outcome Model (PLOM), the products and services of the Perth Leadership Institute and the basic terms and conditions that apply to Perth Consultants.

This course takes 3 full days of training. The majority is classroom instruction although there is numerous work groups designed to reinforce lessons presented in the full class sessions. Completion of this course is a prerequisite for Tier 2 courses and above.

Completion of Tier 1 training equips a consultant to participate in a TFP, GFP, or IFP and other assignments as an Assistant Perth Consultant.

There will be a formal exam at the conclusion of Tier 1 and a consultant must pass this in order to proceed to higher levels of training.

### **Tier 2- Affiliate Consultant**

The **TFP Experiential Training** course provides training in Phases 1 and 2 of the Valuation Alignment Program.

This course takes 2 full days of training. The major portion of the course is experiential in nature with work groups and simulations to provide the actual experience of running a TFP and dealing with the sensitive issues connected with it. Completion of this course is a prerequisite for Tier 3 courses and above.

Completion of Tier 2 training equips a consultant to run the TFP with a Lead Consultant.

Consultants must satisfactorily complete this course in order to attain this level.

### Tier 3- Lead Consultant

On-the-job training (OJT), teaming with a fully-certified PCC, is a necessary requirement for a consultant to be fully qualified as a Perth Lead Consultant. A consultant must participate in two assignments to be fully qualified at this level. Once a consultant is fully qualified he or she can act as the lead consultant on an assignment. OJT will normally comprise being part of a TFP but other assignments may be allowed as a substitute with the permission of Perth.

Consultants must satisfactorily complete this course and OJT in order to be qualified at this level.

<b>TIER</b>	<b>Training</b>	<b>Awarded</b>	<b>Entitles graduate to</b>
I	3 days - class	Assistant Consultant	Join Perth on client TFP assignments; qualify for Tier II training
II	2 days – class and experiential	Affiliate Consultant	Run TFP Phases 1 and 2 assignments with Perth lead consultant; qualify for Tier III
III	Experiential client based (OJT) – two assignments	Lead Consultant	Run TFP, give seminars, provide executive coaching. Conducts TFP/FMIP on own.

### Annual Recertification

Consultants must undertake annual recertification training of at least a two day course. This will provide the following:

- Updates to PLOM
- New products and services
- Feedback on client assignments by Perth Leadership Institute
- Advanced experiential training