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2017 AIMC Sponsors



The Association of  
Internal Management Consultants  
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## Join Us at the 2017 AIMC International Conference “Building High Performing Consulting Organizations and Consultants” Lake Buena Vista Resort & Spa, Orlando, FL April 30th thru the May 3rd, 2017

### ◆ About the Conference

This fantastic program will include a mixture of presentations on leading internal consulting programs and best practice methodologies and interactive networking opportunities.

There will also be a series of skill-building workshops on managing consulting operations, value-adding methodologies and industry best practices — and an overview of our new training and certification programs.

Other important features are our Internal Consulting Best Practice Review Session and IC Share Fair where leading internal consulting organizations and sponsors will have an opportunity to showcase their service offerings, marketing programs, and other insights — in addition to our annual IC Award Presentation.

### ◆ About the AIMC

The **Association of Internal Management Consultants (AIMC)** connects you to a powerful network of consulting professionals and provides linkages to leading businesses and public sector organizations.

The AIMC provides an avenue for learning about best practices and trends, and opportunities to increase your skills and achieve professional certification.

### ◆ About the Venue

Join us at the Hilton Lake Buena Vista Resort — to ensure the discount rate or register on line with a website set up for us — :  
Please [Click Here](#) to ensure the discount rate.

**REGISTER NOW for the Conference**  
<https://aimc.org/2017-international-conference-registration/>

# Conference Agenda

## Sunday, April 30th

**6:00 – 8:00 PM**

*AIMC Cocktail Reception  
Check In/Onsite Registration*

## Monday, May 1st

**7:30 – 8:15 AM**

*Check in/Onsite Registration and  
Full Continental Breakfast*

**8:15 – 8:30 AM**

*President's Overview and Con-  
ference Logistics*

**8:30 – 10:00 am**

**IC Best Practices Networking  
Session**

This interactive learning session will provide an opportunity to review and build on the recently developed framework providing a comprehensive view of the key dimensions of the overall return-on-investment (ROI) for internal consulting, including both qualitative and quantitative benefits.

**10:00-10:15 am Break**

**10:15 –11:30 am (2 Concurrent Sessions)**

**Session 1: Role of Visualization in Strategy Development (co-presented by ThoughtForm & Client)**

Storytelling, especially visual storytelling is key to a successful business. In this

presentation, ThoughtForm will share how they create visual explanations and use design to untangle messy problems. They'll show how these communication methods can create strategy alignment and focus and be used for effective change management.

**Session 2: Leading Business Transformation Programs (IC Leaders)**

This presentation provides an overview of major programs by IC groups to help transform the overall enterprise, including: reframing corporate operating models; creating a more customer-centric organization; and enabling strategy execution

**11:30 – 1:00 pm  
Lunch and Networking**

**1:00 – 2:15 pm (2 Concurrent Sessions)**

**Session 1: A Digital Approach to Business Assessment (presented by 9Lenses & Client)**

Today, nearly every business leader is talking about the implication of digital transformation of their business. In this presentation, you'll learn how Capital One, GE and Engie are using the 9Lenses digital platform to automate complex work streams in HR, Sales and IT.

**Session 2: IC Funding and Service Models (IC Leaders)**

Describes key benefits and challenges of different internal consulting funding and service models on a continuum of 'fee-for-service' to 'corporate funded' and hybrid approach — including the impact of innovative service offerings.

**2:15 – 2:30 pm Break**

**2:30 – 3:45 pm**

**Strategic Internal Consulting Operating Models (IC Executives)**

Provides key insights into best practice programs to effectively manage each area of the cross-project management of major projects and initiatives, including: overall planning and governance system; decision making process; and working with senior leaders to prioritize and select the right projects/ programs.

**3:45 – 4:15 pm**

**Internal Consulting Survey Initiative (Business Talent Group)**

Review of feedback from recent IC operations survey and discussion of additional input with conference participants.

**5:45 – 8:00 pm**

**AIMC Reception and IC Awards Dinner**

# Conference Agenda

## Tuesday, May 2nd

7:30 - 8:15 Full Continental Breakfast

8:15 - 8:30 Chairperson's Overview

8:30 - 10:00 am

### Keynote 1: The Emerging Role of Analytics in a Digital World (Jim Casey, IBM)

Everyone knows that we live in a world where we are generating more and more data. Think of the last time you made a decision at work and didn't first have a look at a spreadsheet or a dashboard, or search the web. Outside of work, can you remember the last time you made a significant purchase without first doing research on a website somewhere?

We all know that data and information holds great power. But as our personal lives and our workplace becomes increasingly digital, our ability to find, synthesize, and apply the right information at the right time has become nearly impossible. Recent studies show that up to a third of our day is spent searching for information. Despite advances in technology such as big data and cognitive computing, we still find ourselves with too much information to process, not enough time, and too many things to keep track of. But there is hope.

In this session, we will explore the challenges of the information tsunami, and the tools and techniques you can use to keep your team productive and your customers engaged and happy in a digital world.

10:00 - 10:15 am Break

10:15 - 11:30 am (2 Concurrent Sessions)

### Session 1: Transforming Business Process Management Into a Collaborative Experience (Blueworks Live & Client)

Get rid of sticky notes and generic drawing software and see what an easy-to-use process modeling tool can do for your business. In this presentation, you'll learn how BlueWorks Live, a simple, cloud based process mapping tool, can take your team's Business Process Management to the next level as a collaborative experience.

### Session 2: Talent Acquisition & Development (IC Leaders)

Overviews leading approaches in talent acquisition (including: external recruiting & rotational assignments); skill-building programs (including: formal training curriculums & action learning); and consultant development (including career pathing both within the IC group and on an enterprise-wide basis)

11:30 - 1:00 pm

### Lunch and Networking

1:00 - 2:15 pm (2 Concurrent Sessions)

### Session 1: Employee Involvement in Innovation (Co-presented by Soapbox & Client)

Companies that empower and encourage employees to give input, share ideas and provide feedback with leadership do better than companies that don't -- leaders are better informed and employees feel more connected and motivated. In this presentation, they share how clients have increased the impact of their consulting engagements and enabled their organizations to build a culture of ideation and implementation.

### Session 2: IC Business Development & Branding Strategies (IC Leaders)

Overviews best practices in developing an effective marketing & communications plan, linking ICG direction to corporate strategy, and building networks of influence & enhancing organizational capability.

2:15 - 2:30 pm Break

2:30- 3:45 pm

### Keynote 2: The Influential Consultant (B. Kim Barnes, Barnes & Conti)

Kim Barnes, author of *Consulting on the Inside* and *Exercising Influence*, will present "The Influential Consultant" based on her research and practical learnings on how internal consultants and others in advisory positions within an organization can increase their success with both their project teams and other client relationships and also influencing upward with corporate executives/sponsors for broader organizational impact. This will include a description of her Seven-step Consulting Process and the application the Exercising Influence Model at each step, including both receptive and expressive influencing throughout the process — with specific tools and techniques covered in her workshop the next day.

3:45 - 5:00 pm

### Chapter Break-Out Discussions and Set Up for Share Fair

5:00 - 7:00 pm

### IC Share Fair & Reception

This popular event provides an opportunity to view displays and collect materials about innovative service offerings from Conference Sponsors and their internal consulting clients in an informal social setting. There will also be an update on AIMC Certification Programs & best practice approaches.

# Conference Agenda

## Wednesday, May 3rd

7:30 - 8:15 Full Continental Breakfast

8:30 – 12:00  
(Followed by lunch at the hotel restaurant)



### Workshop 1 Core Consulting Competencies Track:

#### The Influential Consultant B. Kim Barnes, Barnes & Conti

Kim will show how to apply her research and practical learnings regarding how internal consultants and others in advisory positions within an organization can increase their success with both their project teams and other client relationships and also influencing upward with corporate executives/sponsors for broader organizational impact.

This will include an interactive explanation of her Seven-step Consulting Process and the application of the Exercising Influence Model at each step, including both receptive and expressive influencing throughout the process.

Kim will then cover specific tools and techniques to help internal consultants succeed in this role — including practical exercises.

### Workshop 2 Practice Area Track: Project & Lean Management IC Leaders (3 Consecutive Presentations)

This session will provide an overview of best practice methodologies in the following:

#### 1. Strategic Portfolio Management

- Profiles leading approaches for prioritization and governance, including: executive committee oversight processes; decision analysis framework; performance management systems; implementation planning and ownership transfer.

#### 2. Integrated Project and Change Management

- Provides a comprehensive program for integrating leading project and change management practices to help ensure delivering maximum value, including: sponsorship and client engagement; positioning; project plan development; project team onboarding and skill building; communications program

#### 3. Lean Management

- Examines how to maximize the benefits of applying LSS lean principles and six sigma concepts, including:
  - Streamlining work
  - Reducing non-value adding activities & waste
  - Coaching principles
  - Problem solving approaches
  - Lean concepts for executives
  - How consultants can pick the right tool/technique at the right time