

The
Economist

Intelligence
Unit

Canback

MANAGEMENT
CONSULTING
BASED ON
SCIENCE

OUR APPROACH TO TRAINING

EIU Canback

July 2016

EIU CANBACK

Boston, Massachusetts
42.365869, -71.093471

www.canback.com

+1-617-399-1300



We have three levels of training

FORMAL	6 modules over 7 years
AD HOC	In office meetings, Friday afternoon, and occasionally offsite (incl. retreats) based on project summaries, techniques and white paper development
ON THE JOB	Learning from peers and more experienced consultants

Canback consultants do not stop learning after the first introductory training. Continuous learning solutions will be available throughout the consultants' careers at Canback



SOURCES OF CAREER GROWTH

Module	Time	Description
LAVNCH	First day	Learn the basic skills of a Canback consultant from current members of the team, and complete a mini project with your peers (2 weeks)
Power & Influence	1 ½ years	Learn introductory leadership skills: understand power typology and how to influence other people (2.5 days)
Project Management	2 ½ years	Learn the essential skills of project management: planning work streams, learning to delegate, managing up (3 days)
Action Science	4 years	Learn how to maximize interpersonal productivity and create positive action: Double-loop learning, ladder of inference (3 days)
Client Development	5 years	Learn about SPIN and how to negotiate with potential clients in a manner suitable for professional services (2.5 days)
Client Management	6 years	Learn how to strengthen client relationships and successfully manage client expectations (2 days)



Sample schedule

LAVNCH Week 1: Hands-on Training Modules

	Monday	Tuesday	Wednesday	Thursday	Friday
AM	Welcome to Canback	Excel for consultants 1	Powerpoint for consultants	STATA basics	Financial accounting
PM 1	Resources overview	Storylining	Business acumen	Ethics in consulting	Mini Project orientation
PM 2	C-GIDD orientation	Excel for consultants 2	Tips for success at Canback	Client engagement	Welcome social

LAVNCH Week 2: Mini-project

	Monday	Tuesday	Wednesday	Thursday	Friday
AM	Mini Project kick-off	Team breakout sessions	Mid-point evaluation	Team breakout sessions	Team breakout sessions
PM 1	Team breakout sessions	Team breakout sessions	Team breakout sessions	Team breakout sessions	Project presentation
PM 2	Check-in with coaches	Check-in with coaches	Check-in with coaches	Final check-in with coaches	End-of-Training social
Evening	Team breakout sessions	Team breakout sessions	Team breakout sessions	Team breakout sessions	



EIU Canback contact information

AMERICAS

Boston	EIU Canback, Inc. 210 Broadway, Suite 303 Cambridge MA 02139 +1-617-399-1300	Irina Blinova iblinova@canback.com	Mexico City	Canback Mexico Bosque de Ciruelos 194, PH3 Bosques de las Lomas 11700 Ciudad de México, D.F. +52-55-4164-8500 +52-155-4354-9806	Francisco Maciel Morfin fmaciel@canback.com
Chicago	EIU Canback USA 500 N. Michigan Ave. Suite 1925 Chicago IL 60611 +1-312-853-3716 or 3823	Tom Andrews thomasandrews@economist.com Maureen Lanigan maureenlanigan@eiu.com	Sao Paulo	EIU Canback Brazil Av. Brigadeiro Faria Lima, 3144 3º andar Jardim Paulistano São Paulo, 01451-000 +55-11-3845 4767	Marcio Zanetti marciozanetti@eiu.com

EUROPE

London	EIU Canback Europe 20 Cabot Square London E14 4QW +44-20-7576-8181	Chris Pearce chrispearce@eiu.com Asif Chaudhary asifchaudhury@eiu.com
---------------	---	--

MIDDLE EAST AND AFRICA

Dubai	EIU Canback MENA Aurora Tower, 13th Floor Office 1301A, PO Box 450056 Dubai Media City +971-4433-4202 +971-52-269-8425	Paul Yata paulyata@economist.com	Johannesburg	EIU Canback Africa First Floor, Building 8 Inanda Greens Office Park 55 Wierda Road East Wierda Valley, Sandton +27-83-786 2450	Arshad Abba arshad_abba@canback.com
--------------	---	-------------------------------------	---------------------	--	--

ASIA

Beijing	EIU Canback China Unit 1711, 17/F, Block 1 Taikang Financial Tower 38 East 3rd Ring Rd. North Chaoyang District 100026 +86-10-8571-2188	Alex van Kemenade alexandervankemenade@eiu.com	Singapore	EIU Canback Southeast Asia 8 Cross St, #23-01 PWC Bldg. Singapore 048424 +65-6534-5177	Vanny Dang vannydang@economist.com
Shanghai	EIU Canback China Rm 2508A, 25/F, Rui Jin Bldg 205 Mao Ming South Rd, Shanghai 200020 +86-21-6473-7128	Seumas Graham seumasgraham@economist.com	Tokyo	EIU Canback Japan Ginza Wall Building UCF 5F 6-13-16 Ginza Chuo-ku, Tokyo 104-0061 +81-3-6338-0002	Shin Ito sito@canback.com
			Jakarta	EIU Canback SE Asia Jl. Tiang Bendera 5 no. 2A DKI Jakarta 11230 +62-812-8743 7578	Teddy Purnomo tpurnomo@canback.com