



KEPNERandFOURIE®

CERTIFIED CONSULTANT and/or TRAINING AFFILIATE

WHY WE ARE DOING THIS?

According to the World Economic Forum (WEF) Problem solving and decision-making skills are two of the most overlooked areas in today's organizations. Unfortunately, they are also two of the most critical for promoting healthy teams, client satisfaction and organizational growth. They've listed four types of problem solving as part of the ten most important skills to have beyond 2020.

Thinking Dimensions Global (KEPNERandFOURIE®) has developed and successfully applied proven critical thinking skills that have benefitted thousands of organizations, managers and professionals all over the world. While we are a relatively small global consultant & training company, our impact has been huge.

The improvements were brought about by specific, bespoke initiatives in skills transfer, on-the-job coaching, mentoring, and embedding of templates into existing processes and performance improvement facilitations sessions led by a TDG consultant.

We want to share these powerful critical thinking skills with as wide a circle as possible of consultants, trainers, coaches and facilitators.

HOW WE PROPOSE DOING IT?

We want to align with a select group of like-minded industry professionals across the globe to spread these skills into their client companies. We propose a sharing of our proprietary methodologies with any consulting or training company prepared to learn our methodologies in order to augment existing complementary suite of services.

As a KEPNERandFOURIE® CTA, you gain credibility, respect and recognition from peers, colleagues and industry professionals. You'll guide businesses, teams and individuals to achieve more, grow exponentially and exceed their short and long-term goals.

WHAT WE DO

Thinking Dimensions is a thought leader in the field of applied critical thinking. We use our proprietary KEPNERandFOURIE® thinking methodologies in Design Thinking, Root Cause Analysis, Decision Making, IT Incident and Problem Investigations, Project Rescue Skills and Advanced Technical Troubleshooting skills.

Today these skills are applied in the following organization areas:

- Continuous Improvement & Continual Service Improvement practices
- Project Optimization and rescue situations – General PMO challenges
- Quality, LEAN and Six Sigma practices, especially looking for “special causes”
- Executive Decision Making coaching for C-Level professionals
- Service Management and Product & Services Development (IT Applications)
- General Engineering and Maintenance practices.

EXAMPLE BUSINESS CASE

Our consulting service fees for this type of service ranges from US\$2,000 to US\$4,000 per day depending upon where your practice is located. One day per month for 11 months could add at least \$22,000 to your bottom line.

Our training services fees ranges from US\$5,000 to US\$7,000 per day depending upon where your practice is located. One training day per month for 11 months could add at least \$55,000 to your bottom line.

PERSONAL DEVELOPMENT AND CERTIFICATION

We are suggesting a quick start approach, but each “professional” and “enterprise” applicant will be handled on personal needs and merit.

Quick Start

We've set aside our most popular and most versatile KEPNERandFOURIE module as the starting point for learning, accrediting and earning revenue in the quickest and easiest time frame. This module is our Max4 Solution Finding thinking approach. This module is a critical element of most of our Training Workshops such as IT Root Cause Analysis, OPS Advanced Technical Troubleshooting Skills, Design4Thinking, Project Rescue and SelfCYBER. The procedure for this would be the following:

1. Find the Design4 (Max4) module on the TDG LMS site.
2. Work through the materials on video, leaders guide, PowerPoint and electronic worksheets
3. When comfortable, produce a short video on smartphone applying this process to own challenge situation. (Items 2 + 3 should not take more than 12 hours in total over a 4-day period)
4. Get certified by your CTA Manager
5. Market and sell this module as any of the following:
 - Design4 Training module (approximately \$3,500 for 4 hours) to train client in the express transactional approach in Design Thinking
 - Consult/Facilitate helping the client to solve seemingly unsolvable problem situations (approximately \$1,500 for 1-2 hours)
 - Coach executive to use this approach in meetings and normal decision making (approximately \$2,500 for 2- 4 hours)
 - Leadership Development in any permutation according to client needs.

FURTHER DEVELOPMENT AND OTHER OPTIONS

We offer the opportunity to get certified module by module, but if you are confident enough you would be able to certify for a complete workshop. This is a highly attractive proposition for a trainer, whereas the consultants among us might want to go module by module. The typical next module would be our CauseWise process for Root Cause Analysis.

Official Workshops

At TDG we have various hands-on skill building workshops. The following is just a short list:

- Design4Thinking – One workshop of two sessions of 4 hours each or a whole day. We have a Design4Thinking workshop for transactional virtual and physical product development situations.

- Incident Restoration - We have a 2 x 4-hour Incident Investigation and restoration approach RAPID Incident Restoration (RIR), which makes it possible to have one four-hour session per day for two days.
- IT Root Cause Analysis – A complete 2-day workshop covering all the restoration and investigation skills involved in Incident and Problem Management. Most useful for Support teams.
- OPS Root Cause Analysis – A specific approach for the physical manufacturing and engineering world. This is normally a two-day workshop.
- Advanced Technical Troubleshooting Skills – An advanced workshop for engineers and technical leads in problem solving and decision making.

Executive Coaching

All the KEPNERandFOURIE modules are perfect for use as additional Leadership or Executive Management coaching opportunities. Useful in any Project Management problem situation, meeting management and general problem solving situations.

Consulting/Facilitating

Many of the workshop modules open the door to further facilitation and consulting work, such as helping the client to embed the templates discussed and mastered during the training workshops.

Most effective when used as a consulting service helping the client to solve and implement certain decisions about problems that were solved. You would be able to advise on aspects such as stakeholder analysis, stakeholder alignment, decision making facilitation and implementation practices.

Financial Consideration/Benefits

The fast start approach should enable you to be productive within a week. Looking at the combination of 4-hour workshops, executive coaching and consulting you should be able to generate the following income:

- Demanding a fee on average of \$3,000 at a time for one assignment a month over 11 months. That would represent an additional income stream of \$33,000 per year. That is the absolute minimum you should be making from the “fast start” module only. This fee structure would be totally different and adjusted for other regions to what the market could actually afford.
- We normally get the following per workshop in the USA:
 - 4-hour workshops – US\$3,500
 - 1-day workshops – US\$6,500 - \$7,000
 - 2-day workshops – US\$13,500

A CTA is a Consultant that meets the qualification criteria for establishing a business relationship with Thinking Dimensions Global.

Certified Training Affiliates (CTA's) work with Thinking Dimensions Global (TDG) to deliver selected KEPNERandFOURIE® assignments for their own account.

CTA's must meet recognized standards for quality education, comply with TDG's guidelines, policies and standards and ensure that every student has a meaningful and quality learning experience.

Once you've completed your training, our marketing package “in a box” enables you to hit the ground running – you'll get email templates, process cards, brochures, marketing tools, online support, powerful training guides and more.

CRITERIA FOR BECOMING A CERTIFIED TRAINING AFFILIATE

A TDG Certified Training Affiliate (CTA) will:

- ❖ Be a qualified consultant or trainer for at least six months.
- ❖ Be financially viable with sufficient skills and experience to conduct quality KandF assignments.
- ❖ Has the desire to acquire the KandF problem solving skills.
- ❖ Have clients falling in the general target groups agreed of:
 - Executive Coaching and Leadership Development
 - Lean Six Sigma augmentation in “Special Causes”
 - ITIL framework enhancing the Service Management modules
 - Engineering training and Maintenance Improvement projects
 - PMO and any Project Related practice
 - IT Continual Service Improvement & Operations Continuous Improvement practices
 - Process Improvement practices
- ❖ Agreed to the TDG “Client Exclusiveness” practice
- ❖ Comply with all TDG policies, guidelines, deadlines, intellectual property usage requirements.
- ❖ Signed a legal binding agreement with TDG, including attached schedules.
- ❖ Use Social Media responsibly, following the TDG Code of Conduct.
- ❖ Comply with the agreed TDG fee structure

Join the TDG training community as a Certified Training Affiliate (CTA) and help others succeed through thoughtful, balanced step-by-step methods that are fully scalable, teachable and achievable. Once you’ve mastered the KEPNERandFOURIE® training yourself, you’ll find it’s a simple process to share the methodologies with your prospects, clients and work teams.

If you are still interested please fill out the “REQUEST FOR ACTION” detail and send to us. We will come back to you within 24 hours to explore a mutually beneficial relationship.

Thank you for your interest shown

Matthys J Fourie