

Energy management system advisor training

Learning objectives

Module one: setting the scene: the business imperative

Overview

- Become familiar with, and be able to, present the case for energy – and energy management – as a business issue, expressed in a way that is likely to resonate with energy management 'laggards', with a particular emphasis at the executive and director level of a business

Specific outcomes

- Review and understand key aspects of *Navigating a dynamic energy landscape: a briefing for Australian businesses*
- Understand how energy management 'laggards' may view energy
- Become familiar with and be able to present the case for energy management *as a business issue*, put in a way that is likely to resonate with 'laggards'
- Ultimately (with module three) you will be able to **develop skills in persuading energy management 'laggards' to see the value in energy management** and to want to actively look at developing an EnMS

Module two: introduction to energy management systems and their core elements

Overview

- Understand what makes up the core elements of an EnMS, and know how to guide an organisation to develop its own EnMS

Specific outcomes

- Be able to identify the benefits of a systematic approach to energy management
- Understand what an EnMS is, with particular reference to ISO 50001, and how it aligns with other management systems
- Understand what is involved in implementing an EnMS
- Guide and assist an organisation establishing an EnMS
- Learn about ISO 50001 certification

Module three: engaging and influencing to become an effective EnMS advisor

Overview

- Understand the art and science of engaging and influencing, and being able to put this into verbal and written practice when supporting an organisation with implementing an EnMS

Specific outcomes

- Influence clients by persuading them with push and pull influencing styles
- Get to know your client by listening with precision and using conversation funnels to better enable you to understand their business – and energy management – goals
- Understand how to put the client at the centre by using problem statements
- Deal with objections and overcome resistance by influencing client expectations and challenging assumptions of zero-sum games
- Present with impact and confidence by using appropriate verbal and non-verbal communication, mastering structure, and timing your ideas to have greatest impact
- Understand your audience, including aligning what is written with what has been discussed
- Learn a structure for writing effective proposals
- Understand key report writing principles to create useful and clear reports
- Be able to write concise documentation while maintaining a narrative

Looking for more information?

To learn more about the EnMS advisor training program please contact the Energy Efficiency Council at training@eec.org.au.

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