

Energy management system advisor training

Learning objectives

Module one: energy as a business issue

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 modules four and five) 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: effective program delivery

Overview

- Understand what makes up an 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 processes an organisation needs to adopt to implement an EnMS
- Learn about ISO 50001 certification

Module three: strategic planning and management

Overview

- Know how to guide an organisation to develop its own EnMS

Specific outcomes

- Be able to guide the establishment of an energy management team
- Assist in the development of an energy policy, energy strategy, energy management objectives and targets
- Guide the development of action plans and processes, including the establishment of energy performance indicators (EnPIs), resourcing and monitoring systems
- Assist in the development of reporting and audit plans for continual improvement

Module four: engaging and influencing

Overview

- Understand the art and science of engaging and influencing, and being able to put this into 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
- Present with impact and confidence by using appropriate verbal and non-verbal communication, mastering structure, and timing your ideas to have greatest impact
- Deal with objections and overcome resistance by influencing client expectations and challenging assumptions of zero-sum games

Module five: business writing

Overview

- Develop a suite of business writing skills that allow you to professionally communicate the business case for implementing an EnMS, and to support an organisation with developing the required documentation for maintaining one

Specific outcomes

- 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
- Understand the contents of different documentation as it pertains to an EnMS, including the project proposal, benchmarking tool report, energy strategy and energy policy
- 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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