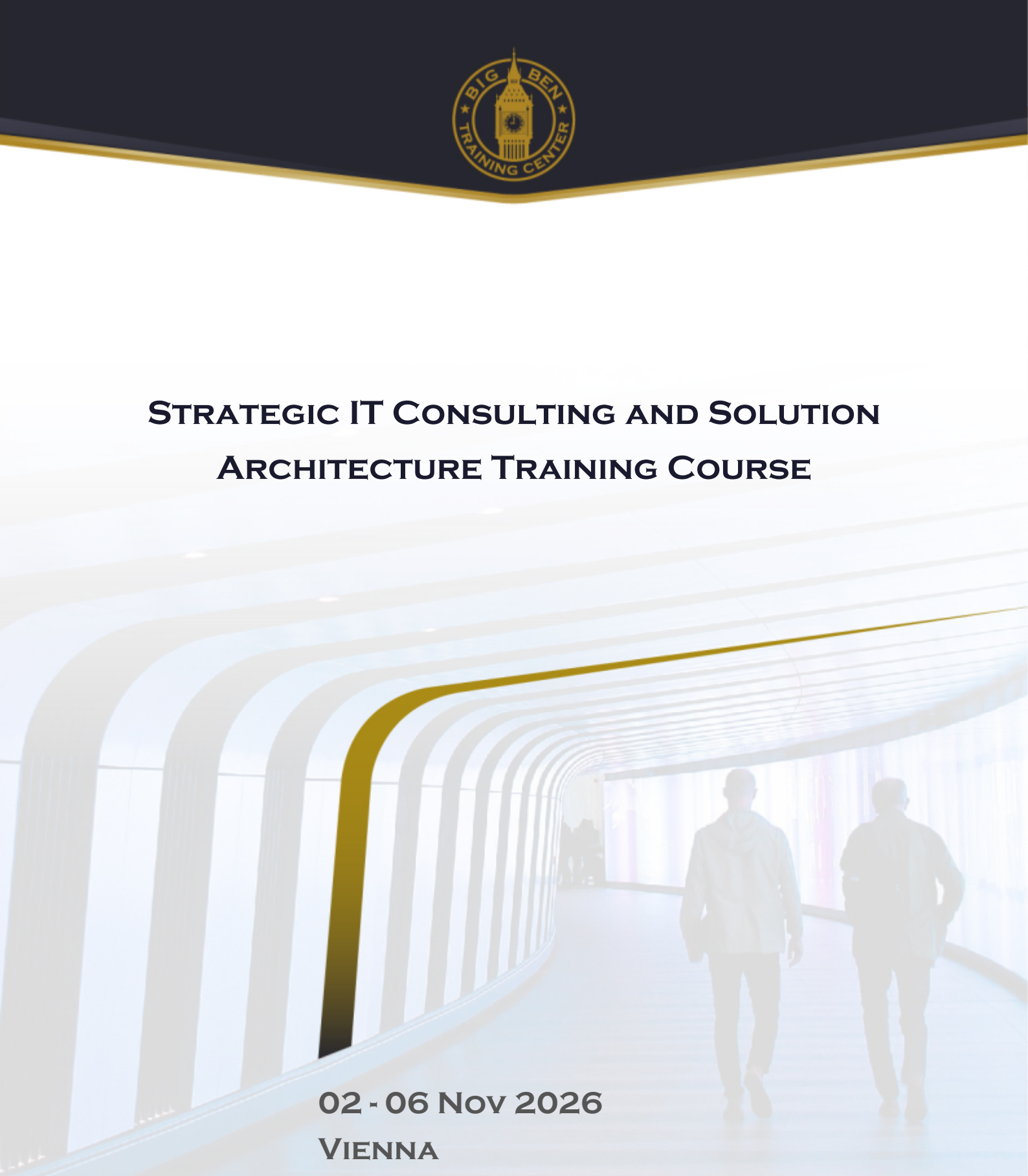
Strategic IT Consulting and Solution Architecture Training Course



02 - 06 Nov 2026

Vienna

5800 € (Per Person)

Ref: #IT1978_158794

Course Introduction / Overview:

This course provides a comprehensive framework for professionals aiming to excel at the intersection of business strategy and technology execution. In today's digitally-driven landscape, the ability to not only design robust technical solutions but also to align them with strategic business objectives is paramount. This program is meticulously designed to bridge that gap, transforming technical experts into trusted strategic advisors. Drawing upon principles articulated by thought leaders like Martin Fowler in works such as "Patterns of Enterprise Application Architecture," the curriculum delves into both the art of consulting and the science of solution architecture. Participants will learn to navigate complex client engagements, translate ambiguous business needs into clear technical requirements, and design scalable, resilient, and future-proof technology solutions. BIG BEN Training Center has developed this immersive experience to equip attendees with a dual skill set, enabling them to lead digital transformation initiatives, drive innovation, and deliver tangible business value through strategic technology implementation and governance. This is more than a technical course; it is a career accelerator for the next generation of IT leaders.

Target Audience / This training course is suitable for:

- IT Consultants and Technology Advisors.
- Solution Architects and Enterprise Architects.
- Senior Business Analysts and Systems Analysts.
- IT Managers and Project Managers.
- Technical Leads and Senior Developers aspiring to architectural roles.
- Pre-sales Engineers and Technical Account Managers.
- Professionals involved in digital transformation projects.

Target Sectors and Industries:

- Information Technology and Telecommunications.
- Banking, Finance, and Insurance Services.
- Healthcare and Pharmaceutical Industries.
- Consulting and Professional Services Firms.
- Retail and E-commerce.
- Manufacturing and Engineering.
- Government Agencies and Public Sector Organizations.

Target Organizations Departments:

- Information Technology (IT) Department.
- Strategy and Corporate Planning.
- Project Management Office (PMO).
- Digital Transformation and Innovation Units.
- Business Development and Sales.
- Enterprise Architecture.
- Research and Development (R&D).

Course Offerings:

By the end of this course, the participants will have able to:

- Develop a strategic IT consulting mindset focused on client value.
- Master the core principles and frameworks of solution architecture.
- Translate complex business requirements into effective technical specifications.
- Design and evaluate different architectural patterns and styles.
- Create comprehensive technology roadmaps aligned with business goals.
- Effectively manage stakeholder communication and expectations.
- Lead technical discovery and requirements gathering workshops.
- Assess and mitigate technical risks within enterprise projects.
- Craft compelling technical proposals and business cases.
- Provide strategic guidance on digital transformation and technology adoption.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, experiential, and directly applicable to the participant's professional environment. We believe that deep learning occurs through a blend of theoretical knowledge and practical application. This course moves beyond traditional lectures to immerse participants in a dynamic learning journey. Sessions will feature a mix of expert-led presentations, in-depth case study analyses of real-world IT consulting engagements, and collaborative group workshops. Participants will engage in role-playing exercises simulating client meetings and proposal presentations, receiving constructive feedback from both the instructor and peers. Interactive Q&A sessions are encouraged to foster a deep understanding of complex topics. The curriculum incorporates hands-on activities where attendees will work on architectural diagrams and solution design documents. This blended approach ensures that participants not only grasp the concepts of strategic IT consulting and solution architecture but also develop the confidence and skills to apply them effectively in their own organizations, driving successful outcomes and technological innovation.

Course Agenda (Course Units):

Unit One: The Foundations of Strategic IT Consulting

- The role and responsibilities of a modern IT consultant.
- Understanding the consulting lifecycle from engagement to delivery.
- Core consulting frameworks and problem-solving techniques.
- Mastering client discovery and needs analysis.
- Building trust and establishing credibility with stakeholders.
- Effective communication and active listening skills.
- Ethical considerations and professional conduct in consulting.

Unit Two: Core Principles of Solution Architecture

- Introduction to solution architecture and its business value.
- Distinguishing between enterprise, solution, and technical architecture.
- Key architectural principles (e.g., scalability, reliability, security).
- Exploring architectural patterns and styles (e.g., microservices, SOA, monolithic).
- Understanding non-functional requirements and their impact on design.
- The role of architectural views and viewpoints (e.g., C4 model).
- Documenting and communicating architectural decisions effectively.

Unit Three: Bridging Business Needs and Technical Solutions

- Advanced requirements engineering and elicitation techniques.
- Business process modeling and analysis (BPMN).
- Stakeholder identification, analysis, and management matrix.
- Translating business drivers into technical and functional requirements.
- Conducting effective gap analysis between current and future states.
- Creating a requirements traceability matrix.
- Validating solutions against business objectives and user needs.

Unit Four: Developing Technology Strategy and Roadmaps

- Aligning IT strategy with overall business strategy.
- Conducting technology landscape and capability assessments.
- Developing a multi-year technology roadmap.
- Principles of IT governance and architectural review boards.
- Cloud adoption strategies (IaaS, PaaS, SaaS) and vendor evaluation.
- Managing technical debt and legacy system modernization.
- Integrating cybersecurity considerations into solution design.

Unit Five: Advanced Consulting, Delivery, and Leadership

- Crafting compelling proposals and statements of work (SOW).
- Developing and delivering persuasive technical presentations.
- Managing scope, change, and client expectations.
- Facilitating workshops and collaborative design sessions.
- Providing technical oversight and quality assurance during implementation.
- Measuring the business impact and ROI of technical solutions.
- Transitioning from a technical expert to a trusted strategic advisor.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of rapid technological disruption, how does a solution architect balance the drive for cutting-edge innovation with the pragmatic need for enterprise stability, security, and long-term maintainability?

What unique qualities does this course offer compared to other courses?

This course is uniquely positioned by integrating two critical, yet often separated, disciplines: strategic IT consulting and solution architecture. While many programs focus exclusively on the technical aspects of architecture or the soft skills of consulting, this curriculum weaves them together into a single, cohesive narrative. It addresses the fundamental challenge of not just 'how' to build a technical solution, but 'why' that solution is the right strategic choice for the business. The methodology emphasizes a business-value-first approach, teaching participants to think like strategic partners rather than just technical implementers. Through a heavy reliance on real-world case studies and interactive role-playing scenarios, the course moves beyond theory to build practical, applicable skills in stakeholder management, strategic alignment, and persuasive communication. It is designed for professionals who understand that the most successful technology leaders are those who can fluently speak the langu

ges of both business and technology, and who can architect solutions that solve today's problems while enabling tomorrow's opportunities. This holistic perspective is what truly sets this training apart.