

advanced consulting skills

Individuals responsible for acting as catalysts for growth and change have development needs that are unique

and demanding! Are you someone who gets results through influence rather than reporting authority? Are you a catalyst that helps other people in the organization achieve business goals?

Does your effectiveness depend upon developing a shared understanding of your internal clients' situation and desired outcomes, and your ability to balance maintaining rapport with creating change?

The **Advanced Consulting Skills Course** is an intensive three-day training designed to build both the confidence and the skill to be effective as a catalyst working with internal and executive-level clients. Understand how to manage relationships with clients whose style or personality is dramatically different than yours. You will learn the skills and practice the applications using real-life content.

Consultants, through the nature of their charter, are responsible for partnering with operational leaders to deliver a solution or result. But to be effective, they must act as catalysts, that is, enter a business problem, design and implement a changed condition, then exit, on to the next challenge. Mastery of this process requires finely tuned skills. If your success depends on the client's outcome being met, not just on the transaction itself, this course is for you.



Now Available!
CSA – **Consulting Skills Assessment**
and

Facilitator Certification for the **Core Consulting Skills Course**

who should attend

- OD, Training and HR Professionals
- External Consultants
- Also senior individuals in: Legal, IT, Finance and those in an "influence" position with senior management.

I have been consulting for more than 15 years, both internally and externally. Andrea used our real experiences to help us understand and practice. I was able to immediately begin using the skills and processes. After the second training day I met with a client and was able to get to a contract and advance the work I was doing with her organization. It was one of the most effective conversations I have had with a client. I would highly recommend this seminar.

Carol Horner, President
Synchronicity Training and Development



Advanced Consulting Skills is approved for 21.0 recertification credit hours toward PHR, SPHR and GPHR recertification through the Human Resource Certification Institute (HRCI).

Morningstar

