

Advanced Performance Consulting Skills Open Workshop

performance consulting : uk

For Internal consultants who have attended the Performance Consulting Skills workshop, would like a refresher and to take their consulting skills further. We use video feedback and 1-1 coaching to develop your credibility and influence.

The open masterclass is a development of the in-house advanced consulting skills workshop and covers most of the material in "How to be a true Business Partner".

Preparation

- Agree your learning objectives for the Masterclass
- Complete the Resilience Inventory
- Read "How to be a True Business Partner"

Building rapport and using the system diagram to see the client's business from their point of view

- Preparing for successful meetings
- Coping with game playing and manipulation – pairs exercise
- Perceptual positions exercise.

Facing up to the problem/quantifying the performance gap

- Surface and deep structure language – exercise - pairs
- Quantifying the gap.

Building powerful solutions

- Getting into action
- Stakeholder maps,
- Harnessing power for action.

Power and negotiation in consulting

- What happens when you do not trust your client?
- Dealing with manipulation
- Psychological games that Clients play
- Negotiation exercise.

Staying resilient as a consultant

- Results of the Resilience Inventory
- Planning to avoid your own thinking traps – pairs exercise
- Discussion – how to stay resilient in my role.

Personal Development Planning

Dates in 2011: June 1st & 2nd

Venue: Xerox Northern Training Centre, Welwyn Garden City

Investment: £600 plus VAT