

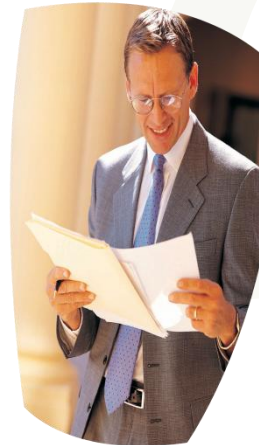
Powerful Professionals Workshops

Professional Consulting – Business Partnering Skills

Many professionals have a combination of education and experience in their chosen profession; *however*, few have been taught specifically how to be a 'professional consultant, business advisor' or how to effectively deliver their expertise to meet the business/client need. This session addresses and satisfies that skills gap.

With over 15,000 participants worldwide, this workshop is the market-leading source of professional consulting expertise designed to enhance your overall professional effectiveness by developing expert advisory skills.

Truly successful professionals choose collaborative *partnering* as the best way to approach their client relationships. And they base their practice on a proven reliable, disciplined 5 Step Consulting Process framework. This is the foundation of the Powerful Professionals Series of Workshops.



THE 5 STEP PROCESS

TO DELIVER YOUR EXPERTISE

- 1. Explore the Need
- 2. Clarify Expectations
- 3. Gather Information
- 4. Recommend Change
- 5. Take Stock/Closing

WHO SHOULD ATTEND

This workshop is of critical importance to those professionals who **provide advice and/or offer solutions** to their clients, customers or coworkers. It is unique and perfectly suited for those in the field of: HR, IT, Engineering, Legal, Finance, Medical, Management, Administration etc.



WORKSHOP OBJECTIVES/OUTCOMES

This customizable session will help professionals **become more effective, efficient and appreciated within their organization.** This is achieved by utilizing a blended approach to learning, incorporating facilitated learning with presentations, group discussions and practice session/simulations. Key learner outcomes are as follows:

- ! Develop a clear understanding of the consulting/advisor role and view themselves/others in a professional and collaborative perspective
- ! Master a Five step process for leading projects
- ! Develop rapport & listening skills thereby developing trust based relationships
- ! Clarify expectations/roles with clients
- ! Achieve an understanding the true business/client need, and not just a presenting problem/issue by asking effective questions to gather data
- ! Sort out complex situations quickly
- ! Say "no" with options when necessary
- ! Sell/tell solutions/recommendations, expect and manage resistance
- ! Facilitate change and maintain a positive perspective
- ! Gain commitment of clients to action
- ! Effectively wrap up a project, identify future opportunities

LOGISTICS

Dates:

March 23-24 Halifax, NS
April 11-12 Havana, CU
May 26-27 Toronto, ON
October 17-18 Moncton, NB
November 2-3 Doha, Qatar,

Cost: \$1,295 per person or \$12,995 Private Group of 12 plus T&L * add'l persons @ \$795pp

Contact: 1.902.422.3483 or ana@gwatraining.com
This workshop is brought to you in collaboration with [GWA Training Brokers Inc.](#), materials licensed with [Murray Hiebert & Colleagues Inc.](#) and delivered by a Certified Senior PP Instructor.