



COLLABORATIVE CONSULTING

Two Day Workshop

A **high impact & interactive workshop** for becoming a deeply trusted, client centred consultant.

“If you believe that business is built on relationships, then make building relationships your business.”

- Scott Stratten

This is your invitation to up your game as a trusted business advisor...

COLLABORATIVE CONSULTING

How trusted are your consultants?
Are they building relationships that
lead to follow-on work and referrals?

With this
training
you will...

- ...discover how to use a structured framework to understand your clients' objectives, find facts and uncover hidden client issues.
- ...practice using stakeholder mapping tools to ensure that each client is properly managed and the correct actions are taken each time.
- ...learn how to cultivate genuine, deeper and richer relationships with your clients which lead to referrals and follow-on work.
- ...understand how to become the 'go-to' person for your clients by developing your 'trusted business advisor' capability.
- ...apply advanced questioning and listening skills to uncover opportunities during client interviews, meetings and workshops.
- ...apply the latest best-practices in project status assessment in order to stay ahead of the curve across every aspect of your consulting project.
- ...discover a range of techniques to handle even the most difficult client, during meetings and workshops, with agility and confidence.
- ...come away understanding how to present your solutions in the most influential and persuasive way, achieving buy-in and agreement every time.

1

PRE-WORKSHOP QUESTIONS

Answer some thought provoking questions before the course and come ready to learn new skills.

2

TWO DAY WORKSHOP

A face-to-face, highly practical training course designed to maximise the learning experience.

3

ON-THE-JOB LEARNING

We encourage continued development back in the workplace with accountability to each other.

This workshop is perfect for consultants that have a lot of expertise or technical knowledge, but find that building relationships, persuading and working closely with clients doesn't come naturally.

This action packed two day workshop will ensure that your people walk away with the relational tools & techniques they need to uncover new opportunities, become trusted advisors and perform influentially, persuasively and confidently in even the most testing conditions.

Now your consultants will have access to the tried and tested methods and best practices used by the world's largest and most successful consulting organisations.

Collaborative Consulting Workshop Modules

Topic	Objectives
Issue Based Consulting	Learn a thorough and robust structure for analysing client objectives, discovering their real issues and finding the facts that lead you to create the right solution.
Building & Maintaining Strategic Relationships	Learn how to map your stakeholders, measure the quality of critical stakeholder relationships and monitor their commitment to your project.
Handling Difficult Clients	Learn how to stay cool under fire by using a variety of techniques and responses that ensure you think on your feet, remain flexible and keep control.
Solution Selling & Creating Real Client Value	Learn the skills required to uncover what the client really wants and needs so that you create a solution that adds real value and leads to follow-on work or referrals.
Being a Trusted Business Advisor	Learn what it takes to become a fully trusted business advisor so that you become the go-to person for stakeholders who want truthful, credible, solid advice.
Advanced Listening Skills	Learn the skill of deep listening so that you can fully understand both what you are told but also explore what hasn't been said.
Leading Client Workshops	Learn the art of leading meetings and workshops that clients can fully engage with, allows you to test your thinking and moves you towards the right solution.
Persuading Tough Clients	Learn the 'persuasion equation' in order to present your solutions to your clients in a way that achieves their support, buy-in and agreement.
Fearless Feedback	Learn and practice all of the above in a very supportive but incredibly intense and challenging 'real' project scenario and get developmental feedback throughout.

Back in the workplace, learning is nothing without implementation.

WE ENSURE CONSISTENT FOCUS ON WORKPLACE PERFORMANCE

Practice and stretch to achieve dramatic results, quickly.



WE SET UP ACCOUNTABILITY GROUPS ON EVERY WORKSHOP

Producing a group of committed learners sharing a clear & common goal.



WE ENCOURAGE PARTICIPANTS TO ACTION PLAN & STAY IN TOUCH

Combining their ongoing experiences so that they can learn from each other.



A two day, action packed workshop. No powerpoint means that learners get actively involved in everything they learn.

Conveniently scheduled and located to fit your business needs.

Collaborative Consulting

Skills Development Workshop

£1250 + VAT
per trainer per day
(1 trainer for every 6 participants)

Personal development workbook included.

Learn from the award winning consulting skills trainer from Apple, IBM, Google and Ericsson.

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