

Advanced Consulting Skills Course

An intensive two-day course for navigating complex relationships in business

Get Results through Influence Not Just Authority

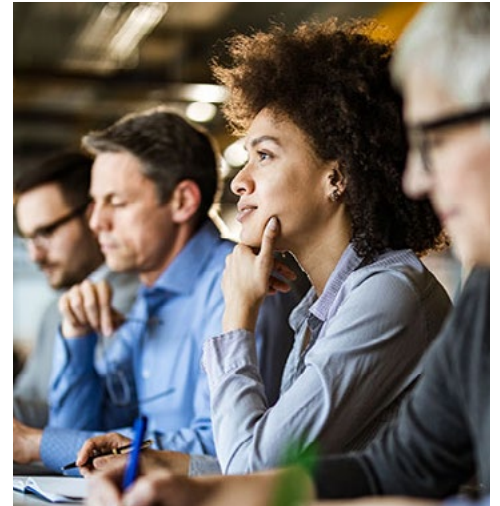
Individuals responsible for acting as catalysts for growth and change have development needs that are unique and demanding! Are you someone who gets results through influence rather than reporting authority?

Are you a catalyst who 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 two-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 from 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.

Find more details on the next page ...



“We used our real-life experiences to help us understand and practice the content during this two-day course. I will be able to immediately begin using the skills and processes I learned. It changed the way I ‘contract’ with colleagues and clients and will make me more productive when working with others. It’s a game changer!”

“The Consulting Model was an eye-opener for me. As a people leader, I will definitely be using the questioning skills I learned when I’m working one-on-one with my team members. I won’t be ‘telling’ but truly ‘leading’ and helping them to solve their own problems or issues, making them more independent and confident.”

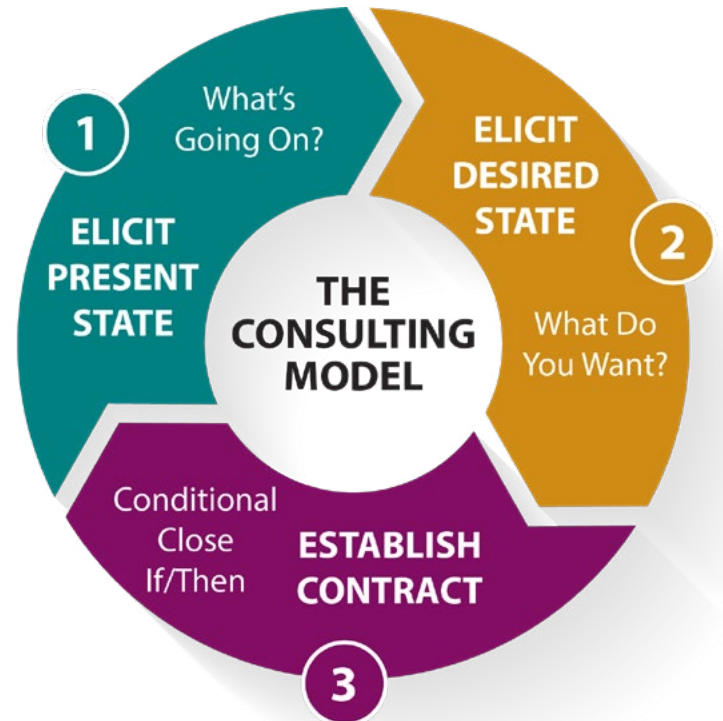


Morningstar Ventures is recognized by SHRM to offer Professional Development Credits (PDC) for SHRM-CP® or SHRM-SCP® recertification activities.

Advanced Consulting Skills Course

What You Will Learn

- Learn to use a client-focused consulting intervention model; how to elicit current reality, desired outcomes; negotiate and contract for clear deliverables; identify success metrics.
- Manage the rapport-demand dynamic; learn to use the tools that affect motivation and influence responsiveness in the client.
- Practice advanced communication skills; understand human “hardware and software;” deal with deletions, distortions and generalizations in the client’s communication.
- Develop behavioral flexibility; use multiple perspectives to view the client’s problem, system or situation.
- Maintain confidence in a wide range of situations; identify the personal biases that interfere with the ability to produce results.
- Be able to work on multiple levels simultaneously.



Who Should Attend

- OD, Training and HR Professionals
- External Consultants
- People Leaders in Matrix Organizations
- Senior individuals in Legal, IT, Finance, Operations, Sales
- Those in an “influence” position within senior management

EMAIL US FOR MORE INFORMATION

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Optimize Your Business and Your Life

Morningstar Ventures is a leading consultancy helping business leaders take the key steps needed to improve the operations of their companies and their own performance. Contact us today to find out how we can help you and your business.

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