

Powerful Professionals Workshops

Professional Consulting – Business Partnering Skills

Many professionals have a combination of education and experience in their chosen profession, however almost none have been taught specifically how to be a 'professional consultant' or how to effectively partner and deliver their expertise to clients to meet the business need and to constructively influence decision-makers.

This workshop is the international market-leading source of professional consulting expertise designed to enhance your overall professional effectiveness by developing expert advisory and business partnering skills.

Truly successful professionals choose *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.

Over 12,000 participants worldwide have benefited from this Canadian designed series of workshops.

WHO SHOULD ATTEND

This workshop is of critical importance to those professionals who are in a position to provide advice and/or offer solutions to their clients, customers or coworkers. Specially designed for professionals in the fields of: HR, IT, Engineering, Legal, Finance, Medical, Management, Administration etc.

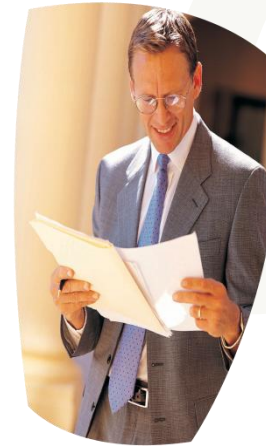


WORKSHOP OBJECTIVES

This session will help professionals **become more effective, efficient and appreciated** by developing expert advisory and business partnering skills.

This is achieved by utilizing a blended approach to learning, incorporating facilitated learning with presentations, group discussions and practice session/simulations. **Participants will learn how to:**

- Achieve a clearer understanding of the consulting role
- Use a five step process for leading projects
- Develop rapport & listening skills
- Clarify expectations/roles with clients
- Ask effective questions to gather data
- Sort out complex situations quickly
- Say "no" with options
- Sell recommendations, manage resistance
- Facilitate change and maintain a positive perspective
- Gain commitment of clients to action
- Effectively wrap up a project



THE 5 STEP PROCESS TO DELIVER EXPERTISE

- Explore the Need
- Clarify Expectations
- Gather Information
- Recommend Change
- Taking Stock/Closing

LOGISTICS

Dates: Feb 16 & 17 Ottawa March 20 & 21 Halifax

Cost: \$1,295 per person or Private Group of 12 = \$12,995 plus T&L additional participants @ \$695pp

This workshop is brought to you in collaboration with GWA Training Brokers Inc., materials under license agreement with Murray Hiebert & Colleagues Inc. and delivered by a Certified PP Instructor.

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