

# 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.

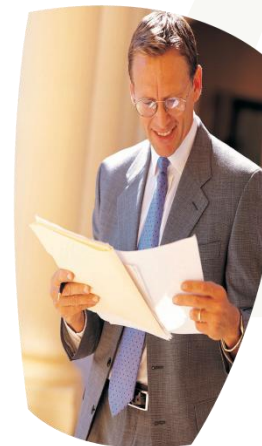


### WORKSHOP OBJECTIVES

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:** March 22 & 23 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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