

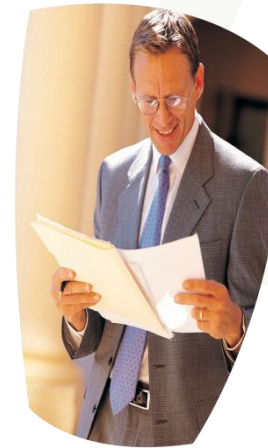
Powerful Professionals Workshops

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 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 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:

July 29-30 Moncton
August 6-7 St. John's, NF
September 14-15 Halifax, NS
October 8-9 Toronto, ON
October 22-23 Sydney, NS
October 28-29 London, UK
November 2-3 Doha, Qatar,
November 4-5 Dubai, UAE

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
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