

The Influential Consultant

This program has been designed to assist you with your influencing skills as a consultant.

Program Content:

Introduction

- Program Objectives
- Participant Objectives

You as a Consultant

- What is the Role of a Consultant?
 - Establish Rapport
 - Clarify Your Role
 - Set Goals
 - Create Desired Results
- Consultants Wear Many Hats

What is an Influential Consultant?

- Influencing Skills
- Sample Questions
- Stages of Influence
- Building Relationships with Clients
- Self-Motivation
- The Importance of Listening