



TripleWin Consulting

Introduction to Collaborative Consulting

This eight- to twelve-hour course, *Introduction to Collaborative Consulting*, helps participants understand and develop basic skills needed to use a collaborative approach in business partnering engagements. Participants learn to contract with their clients to maximize the effectiveness of the provided consulting services. Assessments are used to help participants identify their strengths and weaknesses. A strong theoretical framework is taught with key models practiced within the course. Participants complete a simulated consulting project to practice the collaborative consulting process. This course can be expanded to further develop consulting skills to a more advanced level.

Program Objectives:

- Increase personal knowledge and skills needed to use the collaborative consulting process
- Introduce and explain the steps in collaborating consulting
- Apply the collaborative consulting approach to business situations

Course Overview:

This course uses a highly interactive teaching style, combining discussions of relevant theory and principles with assessments and practice simulations to create a rich and engaging learning environment.

Content:

- **Types of Consulting:** expert, doctor, process consultant
- **Consulting Continuum:** range of consulting roles
- **Consulting Skills Inventory:** self assessment of key skills involved in consulting
- **Consulting Model:** Entry; Data Collection & Diagnosis; Feedback & Recommendations; Implementation; Follow-up
- **Contacting:** checklist
- **Practice Consulting Assignment:** role play case study to practice the first three steps of the consulting process
- **Data Collection Approaches:** sources, questions
- **Consultant Power Base:** where to focus gaining power and influence as a collaborative consultant