

## Building Your Business Advisory and Consulting Dexterity Skills

### Overview:

This course provides business advisors and consultants training needed for their roles as providers of professional services to external or internal clients. It includes a closer look at core skills for consulting and advisory success with special focus on how to build lasting client relationships.

Case studies and role-plays drive hands on learning. Action planning and follow up coaching sessions provide support for sustainable change.

### Who should attend:

- Individuals who are new to consulting
- Individuals who consult in a specific area of expertise (for example, a technical area) and would like to build more general consulting and advisory skills
- Individuals who would like to hone core consulting skills
- Individuals with internal or external clients

### Key topics:

- The Foundation: Core Consulting Skills:
  - Building and sustaining client relationships
  - Influencing Others
  - The Chameleon in You
  - Collaboration
  - Ethics
  - Emotional Intelligence
  - Listening with Empathy
- The Consulting Process
- Understanding Your Brand
- Action Planning for Results

### Post course reinforcement:

45-day and 90-day follow up coaching sessions

### Course Length:

1.5 days, plus 2 coaching sessions