

ADVANCED CONSULTING

Overview

Influence and credibility are essential for the experienced consultant striving to make a strategic organizational impact. In this advanced workshop based on the work of thought leader, Geoff Bellman, revisit the core competencies that create this broader impact and how you bring them to the forefront to forge even more powerful client partnerships. Reflect on your current approaches, step back to see your work from a fresh perspective, and explore alternatives for action. Learn high-impact methods and tools to help create organizations that perform now and in the future. This highly-interactive workshop is facilitated by a select faculty of Linkage senior-level consultants.

Who Should Attend

HR professionals and OD and performance consultants with 5+ years of consulting experience

Benefits & outcomes

- Deepen your understanding of organizations, change, consulting, clients, and yourself
- Expand the array of practical consulting methods and models available to you in your work
- Have a deeper understanding of how to renew organizations

Program Curriculum

Module 1: Organizations

- What we love and hate about organizations
- Our relationship to organizations – what do we get and give?
- Implications for your work

Module 2: The Consultant

- Defining and employing your gifts
- The impact of secrets on consultants and organizations
- Your individual profile as a consultant
- Dealing with competing demands

Module 3: The Consulting Process

- Our relationship to consulting – what do we get and give?
- Critical steps in consulting
- Defining your approach to consulting
- Building powerful consulting partnerships
- Beginning consulting relationships – case study and best practices
- Field trip: New views into organizations
- Maintaining consulting relationships – case study and Best Practices

Module 4: Organizational Renewal

- Ways of renewing organizations
- Defining your approach to renewing organizations
- What does it take to renew my organization?

Module 5: What You Stand For

- Knowing the deeper purpose of what you do
- Understanding what you stand for – increasing our power

Linkage Training Programs are approved by the following organizations

