Exercise a Consulting Role and enhance your impact

Duration: 2 days
Audience: Pour tous

Who is this training for?

Advisors and professionals from all fields: finance, communication, IT, HR...

Training objectives

- Distinguish the characteristics of the advisory role from other organizational roles
- Structure your advisory role approach
- Plan and organize an exploratory meeting
- Formulate relevant questions to explore needs and expectations
- Identify the structuring elements of a mandate
- Choose a support methodology adapted to the situation and needs
- Adopt and practice key behaviours that promote credible and legitimate interventions
- Act with ethics and professionalism in his/her interventions
- Explain the foundations and objectives of change management in an advisory role context
- Plan and structure the conclusion of an intervention

Summary

This training allows advisors and professionals from all fields (finance, communication, IT, HR, etc.) to distinguish the characteristics of the advisory role, to structure their approach, and to adopt key behaviours that promote credible and legitimate interventions. It covers the entire process, from the exploratory meeting to the conclusion of an intervention, including planning, support methodology and change management.

Course outline

The advisory role: positioning and definition

- The main roles played by the organization's stakeholders

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- The definition and purpose of the advisory role
- The three areas of expertise required to exercise the advisory role
- The modes of intervention
- The clarity and understanding of my role within my organization

The advisory role

- The prerequisites for exercising the advisory role
- My clients and my product and service offering
- The four key steps in the process, the objectives and related issues
- The importance of knowing my personal dynamics and its impact on the way I carry out my role
- Communication and influence
- Change management
- Ethics and professionalism

Useful tools in the exercise of the advisory role

- Mandate clarification questionnaire
- Mandate statement
- Action plan
- Data collection tools
- Reference models
- Co-development
- The 3 C's rule
- The triangle of the
- The Accession Triangle

Approach and methodology

- Progressive learning based on real situations in a company
- Simple presentation of the concepts of the advisory role and the posture to adopt
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Practical exercises to structure your interventions and formulate recommendations

- Case studies and simulations inspired by the professional context
- Exchanges and sharing of experiences between participants
- Accompaniment of the trainer to develop credibility and impact

Recommendations

To be able to analyse one's current role, to be able to adopt a partnership posture and not just an expert, to be able to influence without direct authority

Accreditations

The activity is recognized by the **CHRP**.

Pre-approval Number: **6292**

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