



Flawless Consulting 2

Getting Expertise Used

Target Audience: Professionals in Human Resources, Talent Acquisition, Learning and Development, IT/Information Systems, Finance, Project Managers and Line Management.

A program that has stood the test of time for 40 years, attended by more than 1 million people globally, Flawless Consulting helps experts and leaders gain influence without authority.

WHY IS THIS CRITICAL?

Influence = Expertise x Relationship.

- The unique value we add is helping our leaders, clients or stakeholders gain insight on how they are contributing to the challenge they are facing, so they see new possibilities and shift their behaviours to create the results they want.
- The ability to add value through our partnership with our clients, leaders and stakeholders is a skill that cannot be replaced by logarithm and automation, and is critically needed to enhance collaboration to create impact.

HOW IT WORKS?

This workshop focuses on:

- Discovery phase to uncover the social system and underlying issues.
- Using Interviews to understand the system and build relationships
- Dealing with resistance directly and compassionately.
- Organising data to surface insights for change
- Constructing descriptive, non-evaluative feedback for clients, leaders and stakeholders
- Navigating the recommendation meeting to co-create and elicit commitment to act.

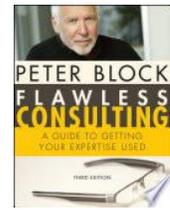
OUTCOMES

You will learn to:

- Utilize skills learned in either life or Flawless Consulting 1 to prepare and conduct an effective contracting meeting.
- Practice data collection around a business issue through discovery interviews.
- Diagnose the socio-political system that gets in the way.
- Deal with resistance in contracting, data collection, and feedback phases of consulting.
- Conduct a successful feedback meeting.
- Gain skills in turning recommendations into a decision to act.
- Increase the likelihood that your clients will be committed to take action.

WHAT IS IT?

- Our integrated learning journey consist of online prework, in-person or virtual workshops, and post-workshop skills coaching and online practice. This unique approach creates sustainable behavior change.
 - Other formats available: keynotes, microlearning, train-the-trainer programs
- Internal workshops with flexible delivery options are available to accommodate different needs, geographies, time zones and languages.



Peter Block's bestselling book Flawless Consulting is often called 'The Consultant's Bible' voted most influential book by OD Network in the last 40 years.

"The content was valuable as the concepts can be applied in many relationships, including cross-functional teams, direct reports, bosses, stakeholders, and peers."

- Manager, Pharmaceutical Industry

"Very practical. Process-oriented with particular attention to the quality of the exchange, the quality of the connection with others, and the intention to create sustainable agreement and partnership."

- Senior Software Developer, IT industry

Public Course Dates

2022: 23, 24 and 25 Feb, 10.30 am to 2.30 pm, virtual

Register at: <https://bit.ly/3kV9D3D>

