

Consultancy Skills - Advising

Group Training

Training code	CGACS-A3CD
Spoken Language	Dutch
Language Materials	Dutch
Dayparts	5
Price	€1.645,00 excl. VAT No extra costs.

What is Consultancy Skills - Advising

As a professional you give solicited and unsolicited advice to the people for whom or with whom you work. It is not easy to give advice to a layman based on in-depth knowledge of matter. People with a strong analytical attitude often find it difficult to sell their insight to third parties: they go too fast, they get bogged down in details or they do not know how to express the right tone and attitude. The result is resistance and irritation.

In this training we focus on successfully advising clients: how does your advice come about and how do you prepare for it? Being familiar with advisory skills helps you to get your advice accepted. By empathetic listening, understanding the context and analysing the situation you come to proposals for improvement. Getting an advice accepted is then the ultimate benchmark for being successful as an advisor.

Notice: homework will take between 4- and 8-hours study time before and during the course.

Who should attend the Consultancy Skills - Advising

The training is aimed at professionals who, based on their knowledge and experience, must give advice to managers and employees in their own organization (internal advisors) or, upon request, to managers and employees of other organizations.

Prerequisites

Knowledge about and experience with communication skills is presupposed, You find these skills in the training 'Empathic Listening' (conversation control) and Consultancy Skills - Communicating. To be able to recognise and to deal with behavioural patterns is needed (compare the training REED-1).

A minimum of 1 year customer experience is also needed.

Objectives

After the training, the professional is familiar with the theory and phasing of an advisory process and is able to give full advice based on an analysis and appropriate to the issue. Successful advice means that your advice will be heard and accepted. He / she has applied the necessary techniques for interviewing (interviewing, interview control).

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An organization, like ours, helps people and their organizations day by day to get the best out of themselves and each other. We prepare them to defy tomorrow's challenges. We stimulate learning and curiosity. In order for individual IT professionals and their employers, to build better, longer and more intensive relationships. For mutual benefit.

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