



THE
BOB PIKE GROUP Engineer Curiosity

Performance Consulting Workshop

2 Day | \$1,195 | \$995* } *Early Bird



Who Should Attend?

- Trainers who would like to work as strategic partners in training
- Training leaders who would like to influence training strategy
- External and internal consultants who desire greater influence leading change
- L&D professionals who want to transition to freelance or consulting

Results & Takeaways

- 39 strategies to establish credibility as a consultant in any setting
- 10 tips to gain management buy-in and support
- A simple process to estimate the value of a project
- 3 ways to research any organization
- 42 concepts to improve organizational savvy
- Practice researching external influences
- Create stakeholder and implementation plans
- Acquire a repeatable 4-step performance consulting process

Develop the skills you need to position yourself as a strategic performance consultant within or outside your organization.



Pair Performance Consulting with the Creative Training Techniques® Conference to earn a professional certification in Facilitation.

BobPikeGroup.com/Certification

* Early Bird Price: Register 45 days in advance to receive discounted pricing.

Workshop Outline & Objectives

Module One: Performance Consulting Overview

- Acquire a repeatable 4-step performance consulting process
- Discover qualities of a performance consultant
- Select 3 action steps to improve credibility, relationships and organizational savvy

Module Two: Diagnostic Phase

- Diagnose the root cause of the right problem
- Identify potential corrective strategies

Module Three: Solution Planning

- Select corrective strategy for diagnosed problem
- Use the triple constraint model
- Create stakeholder plan

Module Four: Implementation

- Create an implementation plan
- Acquire a change request process
- Examine techniques for managing conflict

Module Five: Support

- Apply change cycle to a project
- Discover 8 support methods
- Explain process to report project value



Interested in team training? We come to you. Save time and money when you bring the Performance Consulting workshop on location for groups of 6 or more.

Call **800-383-9210** for more information, or visit **BobPikeGroup.com/onsite-classes**.