THE BOB PIKE GROUP Engineer Curiosity

Step Into Consulting: How to Become a Strategic Advisor Workshop

In-Person | 2 Days | $1,895
Online | Three 3-Hour Sessions | $1,895

Are you a mid-level professional looking to step into the role of trusted advisor and unlock your impact across the organization?

In today's business environment, leaders are asked to solve complex problems and consult on strategic goals. This course helps you bridge the gap between your current role and the consulting role you'd like to move into by equipping you with consulting skills, executive credibility, and frameworks that position you as a key player in organizational success.

This course offers practical skill building and immediately useable strategies and is offered in two formats: A 9-hour virtual workshop (three 3-hour sessions) or a 2-day in-person workshop.

Who Should Attend?

Professionals who desire to influence organizational performance by:

- Shaping enterprise strategy
- Informing critical business decisions
- Partnering with leadership on strategic initiatives
- Developing consultative facilitation skills
- Leading transformational change

Strategic Value Delivered

- 46 tactics for executive relationship excellence
- A powerful framework for organizational intelligence
- Strategies for establishing consultant credibility
- 10 ways for securing management sponsorship
- 3 approaches to analyze organizational dynamics
- Job aid for scoping and bidding projects effectively

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

Workshop Overview

Module One: Consulting Competencies & Foundation

- Acquire a repeatable 4-step consulting process for any performance initiative
- Develop credibility, relationships, and organizational savvy as a trusted advisor
- Master communication and listening techniques essential for consulting effectiveness

Module Two: Performance Assessment & Diagnostics

- Diagnose root causes of performance problems through systematic data gathering
- Research external influences impacting organizational performance
- Identify gaps between current and desired states with corrective strategies

Module Three: Strategic Solution Design

- Develop compelling business cases with quantified project value
- Apply the triple constraint model for realistic project planning
- Build stakeholder management plans to secure executive buy-in

Module Four: Implementation Excellence

- Create comprehensive implementation plans with clear deliverables and timelines
- Navigate change requests and manage conflict using proven frameworks
- Deploy project management techniques for multiple concurrent initiatives
- Apply conflict negotiation modes to resolve stakeholder disputes effectively

Module Five: Sustainable Support & Value Communication

- Apply change cycle principles to support organizational adoption
- Communicate project value and ROI effectively to stakeholders

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

BobPikeGroup.com/Certification

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

Call **952-829-1954** for more information, or visit **BobPikeGroup.com/onsite-classes**

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