

Consultancy Skills - Advising (NL)

Group Training

Training code	CGACS-A3CD
Spoken Language	Dutch
Language Materials	Dutch
Dayparts	5
Price	€1.900,00 excl. VAT No extra costs.

What is Consultancy Skills - Advising

As a professional, you provide both solicited and unsolicited advice to the people you work for or with. It is not easy to give advice to a layperson based on in-depth subject knowledge. Particularly, highly analytical individuals often find it difficult to sell their insights to others: they move too quickly, get bogged down in details, or fail to strike the right tone of voice and attitude. The result is resistance and irritation.

In this training, we focus on successfully advising clients: how does your advice come across and how do you prepare for it? Being familiar with advisory skills helps you to get your advice actually accepted. By listening empathetically, understanding the context, and analyzing the situation, you come up with improvement proposals. Getting an advice accepted is then the ultimate measure of success as an advisor.

Please note: the homework will take you 4 to 8 hours (before and during the training).

Who should attend Consultancy Skills - Advising

For every professional who wants to get the best out of themselves and others every day, such as:

- Consultants: Professionals who provide expert advice in various fields and want or need to enhance their advisory skills.
- Project Managers: Individuals responsible for planning, executing, and closing projects who need to effectively advise stakeholders effectively.
- Business Analysts: Professionals who analyze business needs and recommend solutions, requiring strong advisory skills.
- Team Leaders: Leaders who guide teams and need to provide advice and direction to team members.
- HR Professionals: Individuals in human resources who advise on policies, employee relations, and organizational development.
- Sales Managers: Professionals who need to advise clients on products and services, ensuring their needs are met.
- IT Consultants: Experts who provide technical advice and need to communicate complex information clearly.



- Financial Advisors: Professionals who offer financial advice and need to ensure their recommendations are understood and accepted.
- Marketing Managers: Individuals who advise on marketing strategies and need to present their ideas convincingly.
- Healthcare Consultants: Professionals who provide advice in the healthcare sector and need to communicate effectively with clients.

Prerequisites

"Empathetic Listening" and "Consultancy Skills – Communicating" are strongly recommended as prerequisites; mastery of conversation techniques is assumed. "Understanding and Influencing Behavioral Patterns with Insights" is recommended. This training is case-driven, emphasizing experimentation in exercises and giving and receiving feedback. The necessary theory is provided through a learning platform and a book discussed during the training.

A minimum of 1 year of client experience is required for participation.

Objectives

At the end of the training, you will be able to:

- Understand the theory and phases of an advisory process.
- Provide comprehensive advice based on thorough analysis.
- Apply techniques for effective interviewing and interview control.
- Develop proposals for improvement based on empathetic listening and situational analysis.
- Ensure your advice is heard and accepted by clients.

This course is designed to optimize your consultancy skills, making you a more effective and successful advisor.

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