

Influence People Achieve Results

influence @ *work*

A powerful three-day workshop on
effective consulting skills for professionals

CONSULTING SKILLS

To Achieve Innovative Solutions To Complex Business Problems

Problem solving in today's organizations requires more than technical expertise alone.

Professionals need to combine technical knowledge, interpersonal skills, and above all-consulting skills.

influence@work provides a step-by-step method to the consultation process that demonstrates how to provide leverage and impact when you don't have direct control.

influence@work delivers practical, hands-on tools in a fast-paced, highly interactive environment. If you want to find workable business solutions without the use of control and authority, *influence@work* is for you.

Participants will learn step-by-step approaches to:

- communicating with and persuading others to act
- building trust
- clarifying client expectations
- successfully contract with your clients
- interviewing and other data gathering methods
- analyzing information
- presenting workable recommendations



The three *influence@work* facilitators Rick Lynch, Marsha Fraser and Steve McCurley have extensive consulting experience working for a variety of organizations nationally and internationally. Their complementary styles blend to present powerful information, demonstrate solid skills and techniques and provide valuable feedback to participants.



solutions@work is an organizational consulting and training firm specializing in helping companies build trust, create collaborative work environments, and develop leaders and teams to optimize overall performance.

For more information on this workshop, off-site retreats or the other services we provide, please contact Marsha Fraser 360.570.0618 or visit www.solutions-at-work.com