

Increase Your Impact and Influence

Flawless Consulting 1: Building Strategic Partnerships



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 **designedLearning**[®]
a Peter Block company

Why this workshop?

Learn how to develop leadership skills, build trust and get your expertise used, by working in partnership with clients, colleagues and stakeholders. This is the first two day workshop in the series.

In this world-renowned, two day **Flawless Consulting workshop**, you will understand that being a trusted partner doesn't just happen by chance. It is an executive skillset which must be learned. Valuing the relationship between you and your client/colleague/stakeholder and learning how to manage that relationship is where **Flawless Consulting** is superior to other programs.

Leaders become more conscious of the impact they have on others and subsequently of their own leadership style. It's an opportunity to learn best practices and engage differently as a leader. In **Flawless Consulting (Building Strategic Partnerships)**, you will learn:

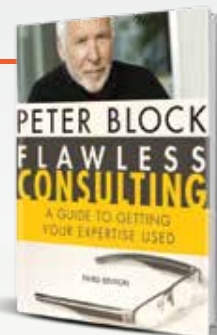
- The skills of relationship-building and influencing others
- To work in a trusting partnership role with clients/colleagues
- To develop commitment from your clients/colleagues through skilled contracting
- To assertively express your needs for a successful partnership
- To identify and manage various resistance styles while consolidating relationships
- To negotiate more effective and enduring agreements with clients/colleagues to avoid no-win situations

Designed for you...

- ✓ Human Resources
- ✓ Talent Acquisition
- ✓ Learning and Development
- ✓ IT/Information Systems
- ✓ Finance
- ✓ Project Managers
- ✓ Line Management

Anyone who needs to be able to influence horizontally and vertically within and across organizational boundaries.

Peter Block's bestselling book **Flawless Consulting** is often called 'The Consultant's Bible'.



Our clients



Flawless Consulting 1

February 4, 2020 - February 5, 2020

London, England

22 Dukes Road

London, WC1H 9PN United Kingdom

Flawless Consulting 1 is the workshop developed by ground-breaking author Peter Block that served as the basis for his best-selling *Flawless Consulting: A Guide to Getting Your Expertise Used*. Experience highly interactive training with practical examples that deal with real-world business issues. Practice skills in real-time and enjoy engaging discussions all delivered with presence and passion. Become more confident by acquiring the skills that will enhance your ability to influence and affect positive business outcomes.

Testimonials

"I was impressed with the quality of the facilitators and their deep consulting expertise. I appreciated how easy the team made it to offer these valuable workshops in remote locations. Bottom line—participants left with the improved knowledge and skills to be better consultants to their clients and organizations."

— **Bob Luton MICROSOFT CORPORATION**

"I invited Flawless Consulting to teach a corporate training here at Shell. Lydia was such a skilled facilitator and I heard many great things from my team, including 'This is the best course I've taken in my entire Shell career.' We also enjoyed taking advantage of the Integrated Learning opportunity with its easy-to-use Learning Portal and app. Thank you for the great experience and we look forward to more workshops together!"

— **Anna-Grace Lair LEARNING ADVISOR FOR HR, SHELL CORPORATION**