Consulting Skills for Junior Fellows

In a growingly complex world, consulting skills are needed not just in the distinct role as a formal consultant but in various situations and roles. Due to the growing complexity of our world, consulting skills bridge the gap between expertise needed from different disciplines in one and the same context. Examples are people who work in a central department of a company and cooperate with colleagues from other departments, Project managers who have to consolidate the efforts of various specialist, or academics who consult e.g. governmental and non-governmental institutions.

Goal:
The aim of this workshop is to familiarize you with the basic skills to lead structured consulting dialogs that enable you to be effective in various contexts that require consulting skills.

The contents of this 2 day workshop are:
- Contexts of consulting and systemic approach
- Role clarification
- Leading consulting dialogs:
  - Four phases
  - Establishing contact
  - Question techniques
  - The importance of visualization
  - The difference between expert- and process-consulting
  - Closure phase
  - Contracting

Methodology:
The workshop is highly interactive. Short inputs are followed by extensive exercises and debriefing. The participants will be practicing the elements and the overall consulting dialog in small groups. The trainer will guide them through the process and give repeated feedback, so step by step learning is ensured.

Number of participants:
Due to the highly interactive way of working together, the number of participants is limited to 12 (twelve). A waiting list will be established. We kindly ask drop-outs to be informed in time, so others could still participate!
**Prerequisites:**
No previous knowledge or training is required. Participants should be able and commit to take part in the whole workshop, i.e. on both days and stay from beginning to end!

2 day Workshop
start 9:00 a.m.
end 6 p.m. first day
end 5 p.m. second day

**Only with prior registration!**
To Sebastian.Mueller@uni-bayreuth.de
Until 19 October 2018

**Trainer:**
Dr. Anette Hammerschmidt was certified in Systemic Organizational Development and Consulting” by WIBK (Wissenschaftliches Institut für Beratung und Kommunikation) in 2003. She has over 18 years experience in consulting organizations and teams in the industry and in the academic context. She has conducted numerous trainings on consulting skills and teaches organizational diagnostic and consulting at Fresenius University in Hamburg.