

Skills workshop

Pre-work

Read abridged Paperback
“How to be a True Business
Partner”

20 pages

Skills workshop

Day 1

Introduction

- Demonstration
- Simple simulated client meeting
- Feedback & coaching

Day 2

- Simulated work meetings
- Review using test checklist
- Achieve workshop objectives
- Short meetings
- Planning real meetings

- Achieve Workshop Performance Standard
- Accredited to Level 1

Real meetings

Follow up

Day 3 meeting / video conference

- Analyse successes
- Plan to repeat
- Analyse setbacks
- Plan to overcome
- Advanced Consulting

Read



“How to be a
True Business
Partner”