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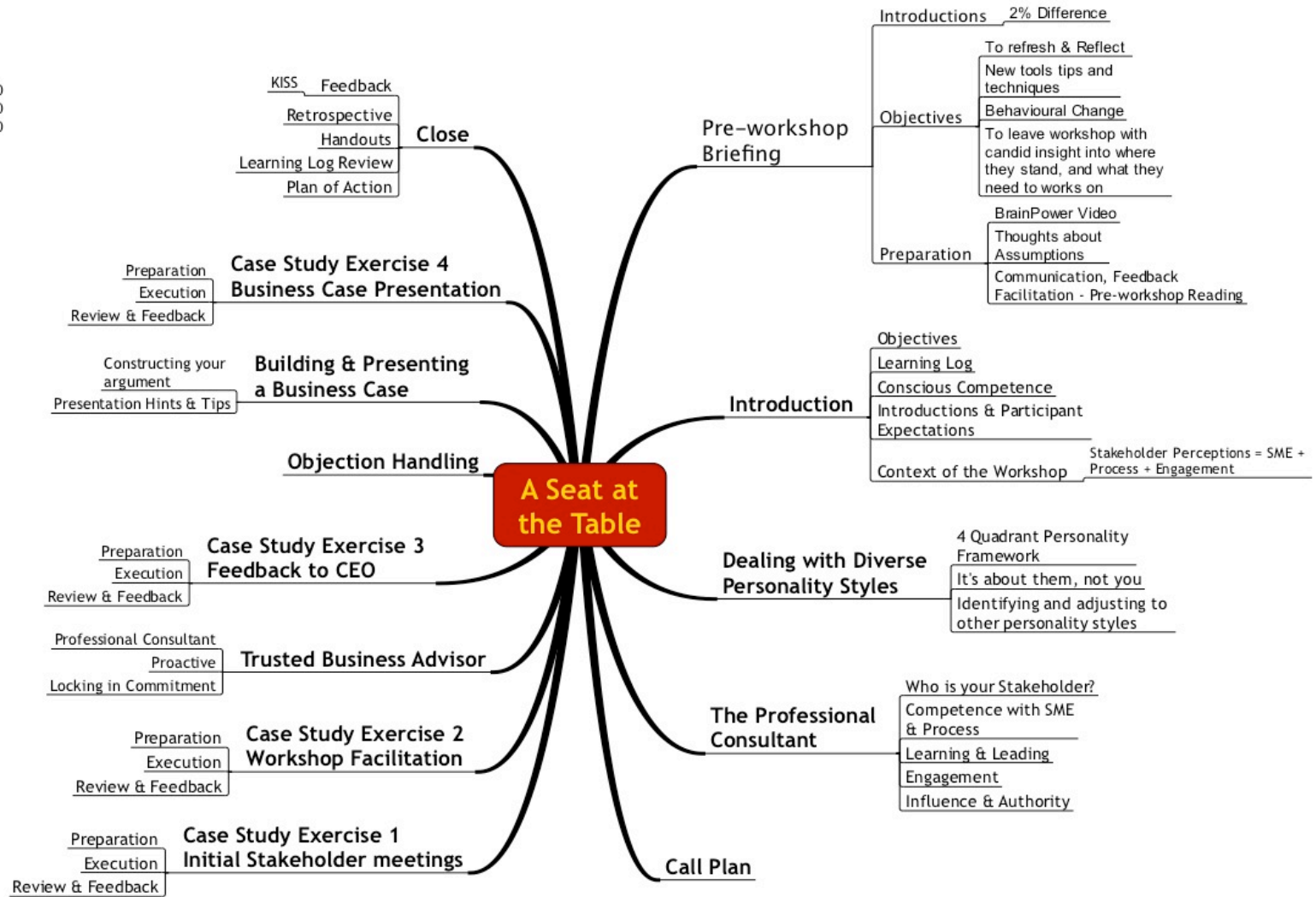
A Seat at the Table - Workshop Specification

A Seat at the Table is an advanced variant of the successful Consulting/Engagement Skills Workshop, aimed at experienced and accomplished practitioners (Account Managers, Engagement Managers, Business Development Managers, Service Managers, Agents of Change, Senior Line Managers) who are seeking to refresh and hone their skills, and prepared to “jump into the deep end” in order to find a consistent winning edge. Whereas the objectives of the Consulting/Engagement Skills Workshop are “to ensure that all participants leave with greater confidence in their ability, yet knowing areas for improvement”, participants on “A Seat at the Table” should expect more robust and candid feedback, and more challenging clients to deal with in role plays.

A Seat at the Table is designed to prepare practitioners to feel comfortable and succeed in meetings, discussion, negotiation with potentially intimidating and demanding senior executives. Participants should be technically proficient and already have a good understanding of the theory of communication, feedback and facilitation skills, demonstrated consistently in their day to day dealings. The workshop will provide hints, tips, insights, feedback and frameworks to help them to be consistently more successful in achieving difficult outcomes.

The workshop is highly practical, based around a role play that leads participants through a classic engagement cycle from meeting a client for the first time, right through to gaining their commitment to time, money and resources for a significant initiative. Complimentary theory sessions deal with topics such as Engagement, Influencing Skills, Managing Expectation, Delivering a Business Case, Objection Handling. The workshop provides the opportunity to share relevant war stories (both participants and facilitators), in order to illustrate techniques and approaches. This can be customised for specific outcomes.

Day 1: 8:30 – 6:00
 Day 2: 8:30 – 7:30
 Day 3: 8:00 – 5:00



Being such an intensive event, we suggest an off-site residential venue works best.

The program includes Pre-Workshop Briefing, and Post-Workshop individual coaching session (90 minutes per person), in order to maximise the transfer of learning to practice.

Duration: 3 - 3.5 Days

Cost: The workshop fee is \$24,000 + GST. We recommend an optimum group size of 12 participants. All materials, tools, and hand-outs are included. The client will need to provide a suitable venue with data projector, whiteboard, flip charts/pens and break-out rooms (JHW can recommend venues and provide further guidance).