

Flawless Consulting 1

The Virtual Experience

Why Flawless Consulting?

Learn how to build collaborative relationships, build trust and get your expertise used, by working in partnership with clients, colleagues and stakeholders.

Flawless Consulting 1 – The Virtual Experience is specifically designed to meet the needs of the increasing number of people working remotely. It is based on the highly acclaimed in-person workshop designed by Peter Block. This virtual experience teaches the skills to have **Influence, Impact** and build **Accountability** and **Commitment** even when working from home. In an atmosphere where building **Relationships** becomes even more crucial, this experience combines:

1. Our on-line Learning Portal for pre/post-workshop engagement and learning
2. Four, 2.5 hour or Three, 3-hour highly interactive instructor-led sessions that will include lecture, instructor-led roleplays and skill practice in small breakouts.
3. Post-session One-on-one coaching for each participant to sustain the learning and enhance on-the-job application

Each participant will receive a copy of Peter Block's *Flawless Consulting 3rd edition*, and a complete Participant Kit.

In this Experience, you will learn:

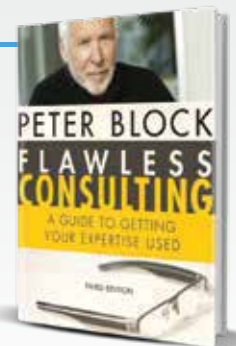
- The skills of relationship-building and influencing others
- To work in a trusting partnership role with clients/colleagues
- To develop commitment from your clients/colleagues through skilled contracting
- To assertively express what you want for a successful partnership
- To identify and manage various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

Flawless Consulting 1 – The Virtual Experience is the perfect solution for effectively engaging clients/colleagues and humanizing our digital world.

Join us for The Virtual Experience!

Based on our highly effective on-site modules, our virtual, instructor-led workshops are specially designed to introduce key portions of Flawless Consulting 1 to a highly distributed workforce. Virtual workshops are available for individual registrants or can be delivered exclusively to participants from your organization. Contact us to learn more and determine whether a 3-day or 4-day session is right for you!

Visit www.effiqua.ca to view our upcoming public workshops.



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

Our Clients



Testimonials

“Flawless Consulting is an instrumental component of our organization’s “SOS” (Sales Operating System). Whether you are delivering consulting work or just simply engaging in a conversation, Flawless Consulting has a framework that has served us well in producing engaging and productive conversations with our colleagues, clients, and business partners.”

— Julian E. Lopez **MANAGING DIRECTOR, ADVISOR SERVICES RELATIONSHIP MANAGEMENT, CHARLES SCHWAB & CO., INC.**

“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**