



# Consulting Skills Self-Guided Training

## OKA's Consulting Skills class is now available as self-guided training!

There's a big difference between being qualified to use a tool, and being able to win a client engagement. In this self-paced training class, OKA's Consulting Director walks you through the critical steps involved in approaching new potential clients, identifying their needs, crafting a proposal, and effectively delivering on the work once won.

This class comes on a CD-ROM, and combines audio, slides, and templates – for a complete resource you can refer to again and again. CD includes:

- A five step consulting model, to use as a guide for both framing and delivering on training and consulting work.
- Concrete questions you can ask, and actions you can take, to increase your chances of winning the work you want.
- An in-depth look at preparing a proposal, including pricing advice and a proposal template to get you started
- An introduction to OKA's Wrapped Cable Model - a diagnostic tool that helps you better understand the teams and organizations you work with, and better position and prioritize work.
- Interactive quiz questions allow you to check your knowledge along the way.
- PDF and Word resource sheets to help guide you once you've completed the class.

Effective consulting depends on knowing how and where best to jump into the system, how to define effective units of work, prove your success, and then either grow that work or leave the client effectively. This resource will give you the steps and tools needed to approach this process with confidence.

**Format:** CD-ROM, Plays in Internet Browser – with Audio, Presentation Slides, and PDF/Word Attachments

**Duration:** Approximately two hours.

**Introductory Price: \$50**

**Order at:**

<http://www.typpetalk.com/training-consulting-skills.htm>

