

THE 4 ELEMENTS OF THE CONSULTANT MINDSET

Consultants help, encourage and support businesses to meet their goals with problem-solving know-how and savvy communication.

If you want to be a more effective consultant, add the four elements of the consultant mindset to your toolkit and deliver more value to your clients.

Need to get the edge on your next project or want to super-charge your consulting skills?

The professionals at the Project Lab can help. Reach us on 1300 293 763 to start a conversation today

COMMUNICATION

- ▶ Use perspective – know your audience. Give context
- ▶ Be disciplined – think before you speak/email/advise
- ▶ Be brave – get your facts straight and have courage to speak the truth



CONSULTANT MINDSET

- ▶ Move clients from problem space to solution
- ▶ Demonstrate new ways of working
- ▶ Be a cheerleader – nudge people in the right direction



CONSTRUCTIVE ENQUIRY

- ▶ Listen actively and be curious
- ▶ Raise issues constructively, understand the other side
- ▶ Get the lay of the land and have an open mind



CONFLICT MANAGEMENT

- ▶ Understand conflict types – distance, avoidance, competing, collaborating
- ▶ Breakdown barriers
- ▶ Drive positive outcomes



How can you bring the consultant mindset to life and help your clients move from a problem space to a solution? Try these 5 behaviours on for size...



Be a safe pair of hands



Keep your eyes on the details



Be resourceful



Challenge the norms



Just be you