



# CONSULTING TRANSITIONS Workshop

*Opening the Door  
for Technologists to Become  
Advisors and Partners to Business*

2009 - Seattle Metro Area Sessions

August 3 - 5

August 17 - 19

September 14 - 16

*Agovia*  
Consulting for Successful  
Teams and Businesses

# SERVICE PROVIDER OR PARTNER?

Information technology is essential to modern business. It is an integral factor of success rather than a service, separate and apart. Proactive and partnering IT can lead to competitive advantage, just as reactive and "adequate" technology can put us behind our competitors.

Consulting Transitions is a three day workshop designed to facilitate the transition of technical personnel into business partners.

It develops the skills of technically oriented people in order to help them advise and partner with their customers rather than simply fulfilling orders.



# Results

## What You Can Expect

The Consulting Transitions Workshop is a results-based activity. It is assumed that if the investment is made in the workshop attendance, measurable results are expected. Therefore the workshop is designed for action steps and accountabilities. The workshop is designed to lay the groundwork for the following:

1. Improved consultative skills
2. Increased customer business success
3. Increased depth of provided services
4. A closer partnering relationship

# Participant Profile

## Who Should Attend

The skills developed in the workshop are applicable to all technical associates. However, the highest value will be gained by those whose roles include the expectation of consulting and advice as well as the creation of solutions and delivery of services. The participants likely to show the greatest benefit from the workshop therefore are those in roles similar to the below:

- Technical Project Members
- Technical Liaisons
- Team Leads
- Business Analysts
- Project Managers
- On-Call and Help Desk Personnel

# Module 1

Consulting Skills: 1.5 Days

- Business Analysis
- Right-to-Left Thinking
- Problem Solving / Diagnostics / Mitigation
- Working to Result
- Eyes Open Behavior
- The Business Plan Mirror
- Opportunity Identification
- Continual Business Improvement Models
- The Job of the Consulting Associate

# Module 2

Cultural Alignment: 4 Hours

- Customer Peculiarities
- Challenge and Response
- Constructive Debate
- The Consultant/Client Dynamic
- Neutralizing the “No”
- Enabling Success
- Meetings, Jokes, and oddball references

# Module 3

The Engagement Model: 5 Hours

- The Customer Profile
- Project Portfolio Mirror
- Business Needs and Objectives
- Social Network
- Controlling Tools
- Applications of the Peter Principal
- Engagement Current State
- Value Trade Model Engagement Map

Wrap-up: 2 Hours

- Action Plans
- Goals
- Accountability
- Governance

## Pricing

Open Workshop: \$495

*Build your skills*

Scheduled Workshops:

August 3-5: Seattle

August 17-19: Seattle

September 14-16: Seattle

Location: Seattle Metro Area

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Team Workshop: \$5,000\*

*The value of shared experience  
(up to 20 participants)*

Contact us to discuss scheduling:

*[www.agovia.com](http://www.agovia.com)*

\* Location to be supplied by sponsor.

To secure your spot or find out  
more about us, come visit:

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