Advisory Skills

Learn how to conduct effective counselling sessions, enhance your credibility as a consultant and effectively address resistance.



A consultant balances on the razor's edge. People expect expert advice from you. They also expect that your opinions align with the interests of the organisation or the client. To be successful as a consultant, you will need to build a close collaborative relationship from the beginning. How do you win the trust of your client? How do you deal with the range of different interests? On which issues do you encounter resistance, and how do you resolve this? This valuable training is designed to teach you the skills that are indispensable for any consultant in addition to your specific expertise.

Features

Study duration	2 weeks
Investment	€1,795.-
Number of locations	13

Unique benefits

- ✓ The training focuses on the learning goals of the participants
- ✓ Led by an inspiring trainer
- ✓ Long-term effect thanks to your personal action plan

Target audience

External consultants and others seeking to enhance their consulting skills.

Result

- ✓ You make more impact as a consultant
- ✓ You master the different phases of a consulting process
- ✓ You conduct effective counselling sessions
- ✓ You build trust and gain credibility as a consultant
- ✓ You work with the client in a constructive relationship
- ✓ You deal more effectively with resistance and challenging situations

Programme

- The characteristics of counselling skills
- The function and role of the consultant
- Communicating effectively as a consultant
- Building a trust-based relationship
- Stages in the consulting process
- Contracting, data collection, diagnosis
- Advisory styles and your own style
- Non-verbal communication and appearance
- Dealing with resistance and challenging situations
- Presenting the opinion
- Credibility of the consultant
- Developing as a consultant
- Practical examples and situations
- Personal Action Plan

Study method

Online Intake

A written intake will take place prior to the training. This is your basis for setting your personal goals.

Link with Practical Situations

With the guidance of an experienced trainer, you practise extensively and actively during the meetings. In addition to laying a theoretical foundation, you work intensively on improving your counselling skills through practice-based exercises and role plays. You will receive specific feedback on your methods and behaviours. Among other things by contributing your own consulting situations, the training is geared toward your daily practice.

Personal Action Plan

To conclude the training, you prepare a personal action plan. This will support you in applying the lessons learned in your own consulting processes.

ICM Certificate

If you complete the entire training, you are awarded the ICM certificate.

Locations & date

The training is given in 3 sessions from 9:30 a.m. to 5 p.m.

The training is provided in Amsterdam, Arnhem, Breda, Den Bosch, Den Haag, Eindhoven, Enschede, Groningen, Maastricht, Online Virtual Classroom, Rotterdam, Utrecht and Zwolle.

Jan 2027	Fr 08-01	Fr 22-01	Fr 05-02
Apr 2027	Fr 09-04	Fr 23-04	Fr 14-05
Sep 2027	Fr 10-09	Fr 24-09	Fr 08-10
Nov 2027	We 03-11	We 17-11	We 01-12
Jan 2028	Fr 14-01	Fr 28-01	Fr 11-02
Apr 2028	We 05-04	We 19-04	We 10-05

Investment

The investment is €1,795.-.

This excludes € 57.50 per day for the day arrangement or € 25.00 per evening for the evening arrangement. For online meetings we do not charge arrangements fees.

VAT

The total investment is excl. VAT. Exemption from VAT is possible. In that case you pay 10% on top of the investment price.

More information

Financing

There are various options for subsidies for both employers and private individuals to follow a training.

More information

Possibilities for your employer

Many employers have a training budget that allows employees tot develop and grow in their career. You can find out what the options are within your organization by checking your terms of employment or by checking with your manager or HR.

Invoice

The invoice for this course will be sent after the first meeting. If you would like to receive it beforehand, you can mention this in the comment section of your enrolment form.

Study method Virtual Classroom

When you attend this course in the Virtual Classroom, this study method applies.

Incompany

ICM also offers this course incompany, tailor-made for your organisation.

Advice

For more information and registration look at:

https://www.icm.nl/opleidingen-en-trainingen/leiderschap-en-management/advisory-skills/

Or call 030 – 29 19 888 for a personal study advise