

## Agenda: Roles and competencies in consulting

Time	Monday	Tuesday	Wednesday	Thursday	Friday
8:30 – 10:30	Check-In Orientation Clarification of contract	Range of consultancy roles Working with open questions	Practicing consultancy / Exercise in triads	Choosing a consultancy role with 9-Roles Model	Peer Coaching Consultancy in the virtual field – recommendations
Coffee break					
11:00 – 12:30	Appreciative Inquiry – Interview visualization consultancy context	Conceptual basics of systemic consultancy	Reflection of the consultancy exercises	Stairways to reality	Continuation of my learning process
Lunch break					
02:00 – 03:30	Success factors in consultancy / Definition of “Consultancy” Learning focus	Systemic consultancy approach and systemic questions	Practicing consultancy / Exercise in triads	Reframing exercise Consultant’s Personality / Water-lily Mode	<ul style="list-style-type: none"><li>• Appreciative feedback</li><li>• Transfer of learnings</li><li>• Evaluation of training</li><li>• Closure</li></ul>
Coffee break					
04:00 - 05:15	Expert and process consultancy	Phases in the consultancy process	Choosing a consultancy role with the 9-Roles Model	Consultancy in the virtual field	
05:15 – 05:30	Short Daily Closing Session	Short Daily Closing Session	Short Daily Closing Session	Short Daily Closing Session	

Note: Content and time schedule will be adjusted to the requirements of the participants upon consultation with the trainers.