

Consulting For Results

A Workshop For Seasoned Consultants

Successful consulting is ultimately about helping clients to manage change and build organizational capacity that will lead to desired results. In today's increasingly competitive environment, the advantage goes to the consultant who can see beyond the "quick fix" to understand the complex technical and personal interplay that underlies organizational performance.

This three-day workshop captures the balance between the technical and interpersonal aspects of consulting. In working through the phases of the consulting process, participants will reflect together on their current approaches to consulting. They will hone and practice essential consulting skills, including:

- Listening empathically
- Using inquiry and advocacy appropriately
- Facilitating innovation
- Forming effective teams and encouraging teamwork
- Building trust between consultant and client
- Coaching individuals and groups
- Making effective presentations and soliciting feedback

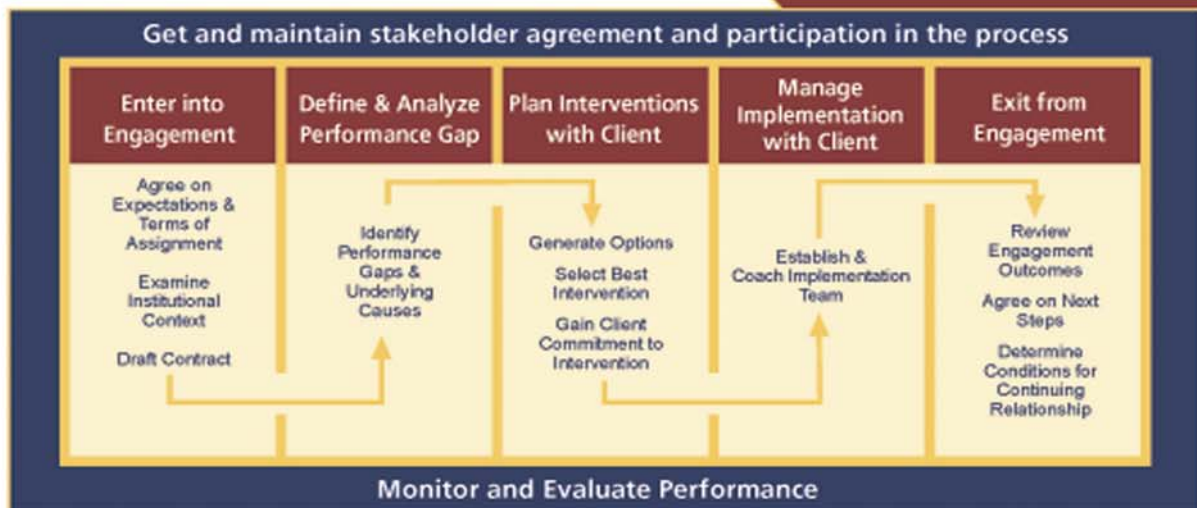
What clients say about consultants...

The best consultant... *listened to a wide range of stakeholders, applied expertise in a low-profile manner, and provided ongoing support that helped us follow through and use the products of the consultancy. Technical work was grounded in the realities of the situation.*

The worst consultant... *had his own agenda, and a packaged product that didn't fit the local context or meet our needs. We were left without a clue about what was supposed to happen next, but relieved to have the consultant out of the way.*

Because it's too easy to confuse effort with results

The Phases of the Consulting Process



Comments from participants in a previous Consulting for Results course

The entire workshop is relevant to us, especially now that our organization is in a transition stage. It is very important that we share the different aspects of the entire consultancy work that we learned here to our colleagues.
- Evelyn Pantoja, Caritas, Manila, Inc.

Our office does consultancies, but we focus mainly on the quality of our output. There's not really much attention given to the other aspects of consulting. Consulting for Results has given me a lot of insights for our future consulting work. I really like the approach in the training. I like the way it was packaged, because it's "not packed." Most training and workshops we attend is fully packed, you have no time to reflect.
- Dr. Nimfa Ogena, University of the Phils. Population Institute

This workshop is offered by the TCNetwork, a global community of technical assistance providers committed to mutual support, accountability, and excellence. The TCNetwork increases accessibility for clients and donors to quality technical assistance provided by effective, well-managed, and locally-owned members of this community. Our purpose is to foster sustained improvement of healthcare services through management and leadership.

For more information, visit our website at www.tcnetwork.net

Profile of Consulting for Results Certified Facilitators

Eugene has 18 years of experience in social development. He has worked with nearly all major multilateral and bilateral agency-funded projects in his capacity as the Associate Director of PBSP. Eugene's work is backed by years of experience in facilitation, negotiation and consulting. He was Executive Director of the Diocesan Adult Training Center in Baguio City, which was one of the pioneers in non-formal education in the country. Since joining PBSP in 1986, he has been involved in various institution building and organization development activities either as a trainer or consultant. His particular field of interest in the past 30 years is in positioning local NGOs to be strategic development institutions in their localities.



Eugenio M. Caccam, Jr.

Jazmin provides direction to the business and service delivery of PBSP's Training & Consulting Group. As Assistant Director, Jazmin has held concurrent positions as project director of national and Asia-region program on capacity building for civil society organizations and public health projects and heads the Secretariat of the Conference of Asia Foundations and Organizations. She sits as Trustee of the Technical Cooperation Network of global consultants for health. Jazmin holds a Bachelor of Science degree from the University of the Philippines and a Certificate on Adult Basic Education from the Algonquin College, Ontario, Canada. She was a Fellow at the Salzburg Seminar Organization in Austria, and was seconded at the Management Center of the Ministry of Skills Development in Ontario, Canada.



Jazmin A. Gutierrez

Rene manages the Product Development and Management Services of PBSP's Training & Consulting Group. He has 18 years of experience in the development sector and has a diverse range of expertise including organizational development, development finance, disaster management, resource mobilization, cooperatives development, and the promotion of private sector (Corporate) participation in development. Rene earned his Bachelor of Commerce degree from San Beda College. He holds a Master in Development Management (with distinction) from the Asian Institute of Management and is an MBA candidate at the University of Santo Tomas.



Rene M. Fortuno

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