

The Changing Role of Consultants in an Evolving Sector

ARE WE FIT FOR PURPOSE IN A CHANGING ENVIRONMENT?

EUCONSULT WINTER WORKSHOP - FRIDAY 23 JANUARY

09.00-09.15 **REGISTRATION AND COFFEE**

09.15-09.30 **WELCOME AND OUTLINE OF THE DAY**

John Pepin, Director, Aperio Group (Europe), UK

Workshop Facilitator: *Luc Barbé*, Independent Trainer & Consultant, Belgium

09.30-9.50 **THREE PATTERNS OF COOPERATION. THREE PATTERNS TO SOLVE CONFLICTS. THREE IDEAS FROM THE STONE AGE.**

Rev Christian Dopheide, Director, Hephata Foundation, Germany

Humans are creatures that solve most of their problems by cooperation. Unfortunately, cooperation produces most of the problems we have. Compared to this, a consultant is quite lucky. He* lives from the fact that he didn't cooperate with these people before he came. And when he leaves, there is no need to cooperate with them anymore. He is not a part of the problem. That's why he can be a part of the solution. (* he also denotes she)

09.50-16.45 **THREE INTERACTIVE WORKSHOP SESSIONS WILL ALLOW INTENSIVE DISCUSSIONS OF THE THEME, LEADING TO A SET OF CONCLUSIONS AND ACTION POINTS TO BE FOLLOWED UP:**

SESSION 1:

- CURRENT CHALLENGES
- CHANGES IN THE MARKET PLACE
- CHANGES IN CLIENT EXPECTATIONS
- ISSUES REGARDING IMPACT
- CHANGES IN MODES OF COMMUNICATION
- METHODS OF PERSUASION
- COLLABORATION
- THE IMPACT ON EUCONSULT

SESSION 2:

- MARKET NEED AND HOW TO ADDRESS IT
- INNOVATION/LEADING EDGE APPROACHES
- THE ROLE OF EUCONSULT

SESSION 3:

- SOLUTIONS TO BECOMING FIT FOR PURPOSE
- SPECIFIC ACTIONS FOR INDIVIDUAL CONSULTANTS
- ACTIONS FOR EUCONSULT

EACH SESSION WILL TAKE THE FOLLOWING FORM:

- Facilitator introduces the expectations
- Breakout group discussions facilitated by a member of each group
- Report back and consensus on challenges

16.45-17.00 **SUMMARY OF THE DAY'S RESULTS AND SOLUTIONS FOUND
CLOSING REMARKS**