



## Roles and Competencies in Consulting

As a development practitioner, the service we provide to project partners and stakeholders lies in dialogue, advice and consultation to co-create sustainable and effective solutions. The more complex our global challenges are, the more difficult our work become. Sector knowledge and expertise alone cannot support us to be successful in our role as advisor.

This training emphasizes the personal dimension in designing advisory processes taking into account the intercultural implications, helping you to work more efficiently and successfully. The training is one of key qualification training for any seconded/international expert working for German international cooperation. Now we in Asia have access to this consulting know-how which can help you building up partner cooperation and better shaping the project results.

**Date:** 22-26 August 2016 (batch 1)

29 August-2September (batch 2)

**Venue:** Bangkok

**Course fees:** 2,110EUR per person\*  
\*including training materials (meta planning tools), documents, lunch and snack

**Number of participants:** up to 10

### Learning Objectives

At the end of the training, the participants will

- gain an insight into the diversity of the advisor's/consultant's role,
- assess your personal skills as a advisor/consultant and continuously improve them,
- be able to review your advisor/consultant skills in the context of an intercultural work environment,
- be able to actively build relationships with your clients,
- gain an awareness of the potentials and limitations of specific advisory interventions.

### Content / Topics

- Models and methods for analyzing the various aspects of an advisory assignment,
- Steering advisory processes,
- Orientation in the diverse roles taken by consultants in the field of international cooperation,
- Performing, monitoring and adapting your advisory assignment in a given context,
- Pro-active development of client relationships,
- The importance of culture in the advisory context,
- Your personal understanding of your role as consultant, your strengths and the areas where you can learn more.

### About the trainer



With more than 30 years of experience in development cooperation, Sigfrid Schroeder-Breitschuh is an experienced consultant, trainer and moderator. He has been working in more than 50 countries in Asia, Africa, Latin America and Europe as an external and internal consultant to support capacity building and change management processes. He supports individuals and teams in consultancy skills, planning, monitoring and steering as trainer, moderator and coach.



### Participants from November 2015

“Excellent training and a very good experience! Excellent work for the course design and the trainer. The training is so useful and really implementable. This is among the most wonderful training that I have joined. We already know how to apply the learning in our daily work to improve our advice and consultation provided to partners and client”



### Training approach

You will be working with the following techniques, which you will also use as an advisor/consultant:

- Clarification of the assignment – the triangular contract,
- Reflecting on your own actions and the process,
- Feedback,
- Interviewing techniques,
- Reframing,
- Drafting hypotheses,
- Appreciative inquiry

Training methods such as video feedback and interactive dialogue supplement the above.

### Who should attend this training?

Development practitioner, project staff (recommended course for National Personnel in Band 5 and 6 – Band 4 welcome), project expert and consultant working in public or private sectors

### About Us and Our Training

We are part of Academy for International Cooperation, providing access to high-quality training-related services in various sectors and competencies. The training is based on non-profit cost-recovery basis. “On-request” courses can be organized for groups to take place at different time and location.

**On-line registration:** <http://thai-german-cooperation.info/training.html>

### Contact us:

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