



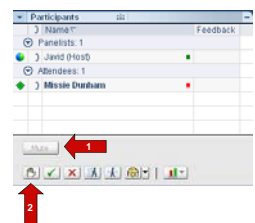
Making the Transition from Trainer to Consultant ### Preview of ASTD 12/07- 12/08 Certificate Program

Lunch & Learn Webinar
October 26, 2010

www.ASTDAtlanta.org

WebEx Features

- Mute**
 - Due to the number of attendees, all lines will be muted by the host except at points of open discussion.
- Raise Hand**
 - Click this icon if you want to speak or have a question
 - "Hand" icon will appear to the right of your name. Click again to remove.

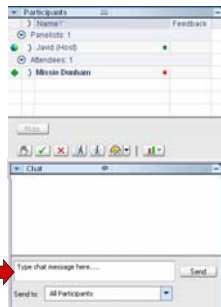


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Comments & Questions

If you have a comment or question at any time during the session, you may:

- 1) Post in the Chat Panel
- 2) Since we want to keep this presentation to 30 min. we will proceed through the presentation and handle all questions at specific times!



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"Lunch & Learn" Tips for Success

- Chat area is open for all to see and use.
- When you see 

.....Time allotted for "Open Chat" and Questions

Note: Session is being recorded.

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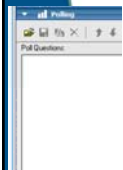
Lunch and Learn Hosts

- Susan Lind, Ph.D., VP Programming 2010
dr.suelind@comcast.net 
- Mark Myette, CPLP, President Elect, 2010 / President 2011 mark.myette@astdatlanta.org 
- Erica Nelson - nelson performance development, LLC
nelsondevelopment@sbcglobal.net 

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Let's Do a Quick Poll!

Select the **items** below that best describe why you are joining us today! (Choose all that apply!)



- I am **ACTIVELY INVOLVED** in training and want to transition to a consulting role.
- I already view myself as a training consultant but my clients need a little help to understand.
- Interested to learn more about the certificate program of the same name happening in December.
- I had **NOTHING ELSE** to do this hour, and just can't get enough webinars.


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Using the hand feature...

Press the **Hand Icon** if you are a member of the **GREATER ATLANTA** Chapter of ASTD!




www.ASTDAtlanta.org




Greater Atlanta Chapter of ASTD

- Formed in 1955.
- Provides significant opportunities for networking, professional development and involvement.
- ~500 members!
- 70+ volunteer opportunities!
- 70+ learning & performance programs each year!
- <http://www.astdatlanta.org/Rates-and-Information>

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Lunch & Learn Objectives



- Provide an overview of the concepts covered during the upcoming **ASTD 12/07 – 12/08 Certificate Program – "Making The Transition From Trainer To Consultant"**.
- Review the ASTD 5 – D Consulting Model.
- Give you an opportunity to bid on a seat for this two-day workshop!

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If you could predict a **trainer's** success, what **one characteristic** would make the greatest difference?

Please use chat!

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If you could predict a **consultant's** success, what **one characteristic** would make the greatest difference?

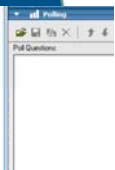
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Let's Do a Quick Check on Definitions...via a Poll!

Select the **items** below that best describe your understanding. (Choose all that apply!)



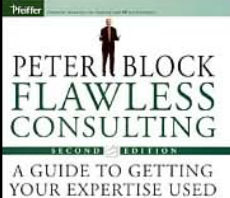

- Trainers provide learning that supports the business functions of the organization.
- Consulting is a tool used to guide and advise business partners about a specific project or initiative.
- Trainers are focused on providing a service.
- Consultants are concerned with a global perspective for the business partner.

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Consultant...

"A consultant is a person in a position to have influence over an individual, group, or organization but who has no direct power to make changes or implement programs."
Peter Block

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What Role Will You Play?

- Pair of Hands
- Expert
- Partner





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Consulting Credibility

- What is it based on?
- Why is it important?
- How do you build it?

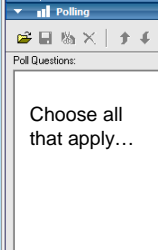





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Consulting Knowledge and Skills

- Leadership Capacity
- Interpersonal Proficiency
- Business Acumen
- Organizational Knowledge
- Analytical Skills
- Organizing Abilities

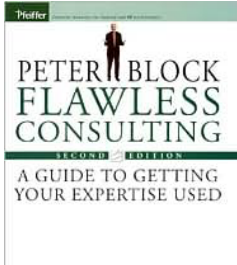




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Transition

"Whether you consider yourself a consultant, or not, chances are that you use consulting skills...and you will continue to be drawn into a more consultative role."

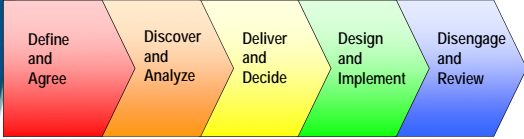

ASTD Consulting Skills for Trainers Certificate Program

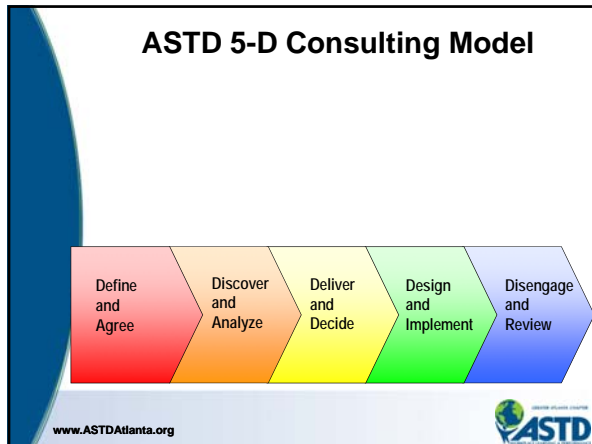
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ASTD 5-D Consulting Model

The five step model is designed to be a method for working through the process of consulting, from project initiation to evaluation and lessons learned.

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Do You Use A Consulting Framework?

Press the **Hand Icon** if you apply some type of consulting framework...share a brief example:

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- ### Next Steps...for certificate program
1. Review more details: <http://www.astd.org/content/education/certificatePrograms/ConsultingSkillsForTrainers/>
 2. Bid on a seat – www.ebay.com
Item: 300482580063
(Auction ends 10/28 – 9:50 AM EST)
 3. Go online and buy a seat – use **CH9047**
 4. Attend the workshop – 12/07-08/10
UGA – Terry Executive Education Center
3475 Lenox Road, Atlanta, GA 30326
- www.ASTDAtlanta.org

What have your colleagues said about attending “Consulting Skills for Trainers”...

“This 5-D model is exactly what I need to organize my focus on being a better informed advocate for my internal business partners. I’ll use it tomorrow!” *Participant –Dallas/Ft Worth, October 2010*

“I’m going to have this course on-site at my organization. It is exactly what we need to re-align our role and value.” *Participant – ASTD International Conference –Pre-Conference workshop, April 2010*

What final questions do you have?

Please use chat!

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