

### Findings from the reading:

1. In the article, it says that a consultant should follow up and ask a collaborator "if there are other things that I should know". I understand that this question is used to better grasp the context of the problem and scope of deliverable, but there are professional experiences that I have in the past in which asking this type of question might upset the client. The clients that I have worked with in the past usually expects a consultant to ask all of the necessary questions needed to do the task at hand. The article also mentions that it is not best to trust memory and I completely agree with that. Being able to take good notes during meetings is the key to being a good consultant.
2. I have more encounters in which the consultant has taken up the leader role, which occurs when one assumes responsibility for making sense out of the client's data. The reading mentions that consultants that assume this role may find themselves working in areas in which they have little to no experience and there might be client intervention. I think this is an important observation. Many times, there are members of the client team that know the data, the problem, and statistical tools extremely well. Because of this, working closely with the client is a route many people take.
3. Influencing the direction of a consultation can be done through non-verbal cues such as making eye contact and verbal cues such as acceptance marks and restatement. I will definitely take these into account (or be more aware of them) when we start working with our clients.

### Questions that I had:

1. How common is it to switch and transfer between consulting roles? Do you assume a consulting role based on the intentions of the client or your intuition of approaching the problem at hand?
2. Is the client always right? In the reading, we see some negotiation tactics but what is the line between leaving things as is and speaking up and initiating change?
3. How do you deal with a situation in which you discover a finding or relationship that the client doesn't agree with? For example, after our analysis I go to our client and say "we found a strong positive relationship between these two factors?", but the client says "no that is not possible that does not align with what we observed in the past".