

- Three things that you learned from the article
  1. There are five stages in consulting process: Establishing rapport, identifying research problem, setting goals, agreeing on division of responsibility and summing up.
  2. Interpersonal skills are as important as statistical skills, consultants should negotiate for a desired consulting role, using eye contact and other body language to influence the direction of a consultation and preparing to work in different situations for clients with different backgrounds.
  3. There are five consulting roles that consultant are expected to assume: helper role (involve low level of personal engagement, may lead to bad consulting), leader role (consultant is intellectually involved and clients prefer a passive role), data-blessor role (least favorable, try to avoid), collaborator role (satisfying role) and teaching role (good consulting always involve teaching).
  
- Three questions that you have about the article
  1. The author talked about five different roles that consultants are expected to assume. It seems that data-blessor role is the least favorite one. I was wondering if there are more ways to help avoid the unpleasant situation mentioned in the article and what if the strongly worded policy statement method would affect the relationship between the clients and the consultants?
  2. The author mentioned that interpersonal skills are as important as statistical skills but sometimes the school give little attention to it. Are there any other strategies that could help improve such skills besides the examples the author talked about ?
  3. In the last part, the author mentioned that sometimes statisticians failed to request joint authorship when it is clearly well deserved and also suggest consultants to be assertive about this aggressive and ongoing campaign. How would statistician seek academic integrity without hurting the clients feelings? What if the clients are

reluctant to put joint authorship? When is a good time to bring this issue to the clients?