

Learned

1. The statistical consulting process has 5 steps that are very similar to the client meeting process from week 1.
2. There is a lot of legal framework to be set such as pay, what to do in a specific situation, and timing of work due.
3. Statistical consulting roles can be captured by the following most common roles: helper, leader, data-blessor, collaborator, and teacher.

Questions

1. What are some techniques to negotiate more favorable terms without insulting the client?
2. Sometimes the client doesn't know what they want, how can a statistician help ensure that a product they provide turns out to be what the client wants?
3. If you are working with several clients with different degrees of statistical knowledge, whose opinion should you weight more heavily in determining what the client wants?