Learned:

1. Sometimes, intermediaries are sent instead of the true client because the client is busy or intimidated by statisticians.
2. There are 5 types of consulting roles: helper, leader, data-blesser, collaborator, teacher
   - Helper
     - Low level of personal involvement
     - Technician
     - Responds to client's questions and directions
       - Specific questions asked or analysis performed
     - Doesn't know or expect outcome
     - Less likely to get feedback about outcome of consultation
     - Can lead to bad consulting since must completely trust that client knows what they are doing
   - Leader
     - Assume responsibility for making sense out of client's data
     - Intellectually involved, more active role
     - Pitfalls such as:
       - Client having difficulty articulating research question
       - Data should be answering with clear questions in mind
       - May have little experience in area of work
       - Failing to specify details in beginning
   - Data-blesser
     - May receive credit for contribution that did not want to receive
     - Should require written approval of all credit to be received to avoid support of bad research and such
   - Collaborator
     - Collaborate with client
     - Joint authorship
     - Project ideally from beginning to end
   - Teacher
     - Switches between consultant and client
3. These are the six negotiation techniques presented in the reading:
   - Understand and focus on underlying concerns motivating client's behavior
   - Avoid attacking client's position and communicate that understand their position
   - Focus on shared interests first
   - Suggest roles in which are fair, reasonable or honorable
   - Use of precedent - objective standard and persuasive argument
   - Negotiate on basis of principal if there is a disparity based on power/favors

Questions:

1. Is there anything that can be done in the situation in which was described in the data blesser example (given credit when did not express so)? Does this happen a lot in consulting?
2. What is the best type of document to use to prevent receiving credit without approval? What situations typically ask for it, and are there any warning cues from your prior experience that we should especially look out for to avoid unwanted citations/appraisal?
3. What type of role would you like us to assume in the capstone projects? Should we assume we will be mainly working as collaborators? Have you seen examples of the other 4 roles being taken on in previous years that this course was implemented?