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Things I learned:

1. There are 5 steps in the first consultation meeting with a client: establish rapport, identify the research problem, set goals, agree on division of responsibilities, and review what has occurred.
2. The most common roles that consultants are expected to assume are helper, leader, data-blessor, collaborator, and teacher.
3. The most important negotiation skill is to understand a client's motivations and then seek to address those motivations rather than the client's actual behavior.

Questions I have:

1. Are there ever scenarios where multiple consultants work on the same project?
2. If multiple consultants work on the same project, how are the roles different than if only one consultant worked on the project?
3. Once we identify our role in a project, how do we ensure we do not overstep our bounds?