



THE CONNECTED INTERVIEWER™

This interactive and experiential one-day workshop gives professionals the tools and skills they need to effectively interview clients and stakeholders - to inform and build alignment around important initiatives and projects - by focusing on getting information from others in a way that achieves interview goals and builds connections between people.

Description

The Connected Interviewer is a highly interactive and experiential, facilitator-led classroom learning experience. It is designed to provide consultants with a method of communication they can use to powerfully focus on getting information from others in a way that achieves interview goals and builds connections between people.

This one-day workshop provides consultants with the capabilities to move interviewing from a static, one-way interaction, to a dynamic form of communication. This helps them gain the information and understanding they need for important initiatives, while achieving greater connection and engagement with the clients, stakeholders, and others they interview.

Audience

This course is intended for consultants who interview professionals, managers, and/or executives to obtain critical information in support of projects or initiatives.

Objectives

After completing The Connected Interviewer™, participants will be able to:

- Link interviews to strategic business issues.
- Apply a simple and effective interview process that improves results and enhances consistency among multiple interviewers.
- Use a method for interview preparation, including a disciplined approach to developing questions.
- Explore the interviewer's own style and biases, and strategize how to leverage or balance them.
- Systematically use questioning to analyze and respond to the unexpected in interviews.
- Use Connected Listening to get beneath the surface/beyond the obvious in interviews.
- Use interview results to inform business decisions related to qualifying, scoping, costing, and planning.

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