

Developing the Consultative Mindset

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Difficult situations with customers are often the result of a reactive rather than a consultative mindset. Would you like to eliminate many difficult client situations before they even happen? Would you like to be consultative and inculcate the mindset to build a trusted partnering relationship? Check out the articles and video to learn more.

Articles

- [The Heart of a Consultant, the Art of “the Mindset”](#)
- [Consulting Mindset: Shifting From The “What” To The “How”](#)
- [8 Characteristics of great consultants. Do you have what it takes?](#)

Video

- [What Does a Consultant Do?](#) – 3.1 mins

(Right click on the links and open in a new tab/window)

