

FOUR TIPS FOR EFFECTIVE INTERNAL CONSULTING

GATHERED FROM A GLOBAL NETWORK OF LEARNING LEADERS JUST LIKE YOU

Learning leaders are business leaders, responsible for partnering with stakeholders to deliver training that **drives business impact**. However, most of us aren't born business-savvy.



Building your **internal consulting skills** will arm you with [the tools you need](#) to position both yourself, and the entire learning function, as a critical business asset.

1 | Stay in the Loop

Business priorities are constantly changing. Regularly **check in** with stakeholders to [stay up-to-date on business needs](#) and skills gaps.



2 | Communicate Your Progress



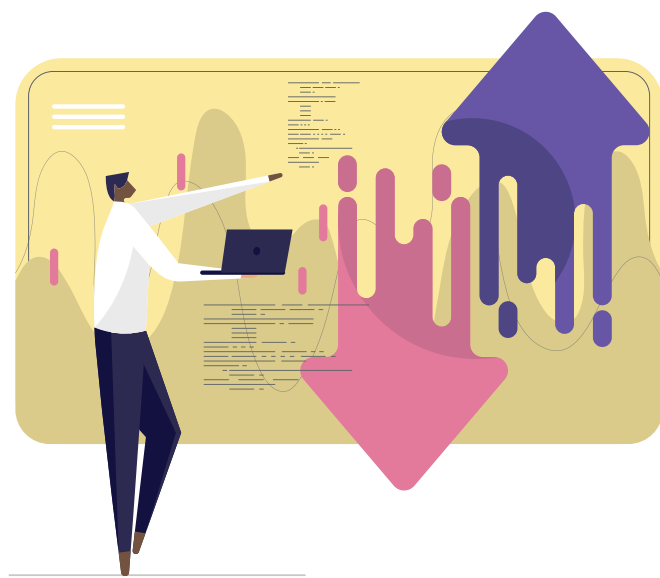
Keep your stakeholders **in the know** of relevant training programs and initiatives.

3 | Negotiate, Negotiate, Negotiate

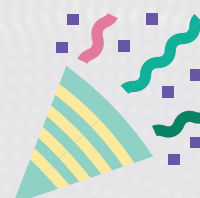
Part of being an effective internal consultant is knowing how to **negotiate**. Negotiation skills will help you advocate for the resources you need to deliver training at scale.



4 | Know Your Market



As a learning leader, it's critical that you understand [how market shifts impact training needs](#). **Staying ahead** of industry news and trends will position you as a critical business partner.



When learning leaders and stakeholders come together in pursuit of a common goal — **improved performance and, as a result, business outcomes** — everyone wins.

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