

Overview of Collaborative Consulting Cycle

The following table depicts the cycles and the types of activities that occur in each phase in the cycle. In a highly collaborative approach to consulting, both you and your client would undertake the activities in each phase, except in the Client Start-Up phase.

Table IV:1 – Overview of Collaborative Consulting Cycle

Phases	Primary Activities During That Phase
1. Client’s Start-Up	Client realizes the presenting priority and need for a consultant
2. Engagement and Agreement	Client and consultant meet, discuss presenting priority and form an agreement about how to work together
3. Discovery and Feedback	Identify information needed to analyze presenting priority
	Identify best sources and methods to collect information
	Collect information
	Organize and analyze information
	From the information, identify critical issues and recommendations for the project to address
4. Action Planning, Alignment and Integration	Identify actions to address issues
	Develop vision for change and actions into overall action plans
	Ensure actions are aligned and integrated together
	Develop plans for evaluation, learning and communications
	Develop Change Management Plan
5. Implementation and Change Management	Implement and monitor Change Management Plan, including sustaining motivation, momentum and learning
6. Adoption and Evaluation	Evaluate results of implementing the Plan to ensure desired change has occurred throughout system
7. Project Termination	End the project