

5 Steps to Help Your Consultants Hit the Ground Running

Consultants understand that they have to hit the ground running and they are used to dealing with uncertainty, change, and resistance when they sit amongst permanent project, IT, and other business teams. However, here's what will help you to set up your consultants for success:

01

Meet the stakeholders and sponsors early

Ensure your consultant meets the stakeholders and sponsors for your project as soon as possible to help them get oriented around the expectations and business objectives of the project.

02

Understand why they are there

Set context for your permanent project team to ensure everyone understands why the consultant is there, what role they will play, and how they will contribute to the project's success.

03

Be clear about what is expected but be willing to listen

Determine deliverables and timeframes upfront to enable your consultant to manage expectations, however as an outsider looking in, they may see what you can't.

04

Have a plan for resistance and change

Permanent staff and consultants typically have different mind-sets. Ensure that your team and your consultant have clear communication escalation paths when there are challenges or issues that will inhibit their ability to deliver.

05

They are there to help solve a problem

Experienced consultants know that they have to hit the ground running and deliver quick wins so leverage this enthusiasm to your advantage.