



# Responsibilities of a Facilitator

Clients never hired me because they thought I would be the funniest guy in the room, nor the smartest.

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# They hired me, because they had confidence I could ...



**Manage a  
Process**



That  
**Generates  
Outputs**



Within an  
**Implementable  
Framework**



For  
**Client  
Success**

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# Manage a Process



A facilitated planning process is fundamentally group learning.

This involves a leadership group asking critical questions and capturing the answers.

The facilitator's job is to move the group along a process, using a methodology that will result in success.

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# Generate Outputs

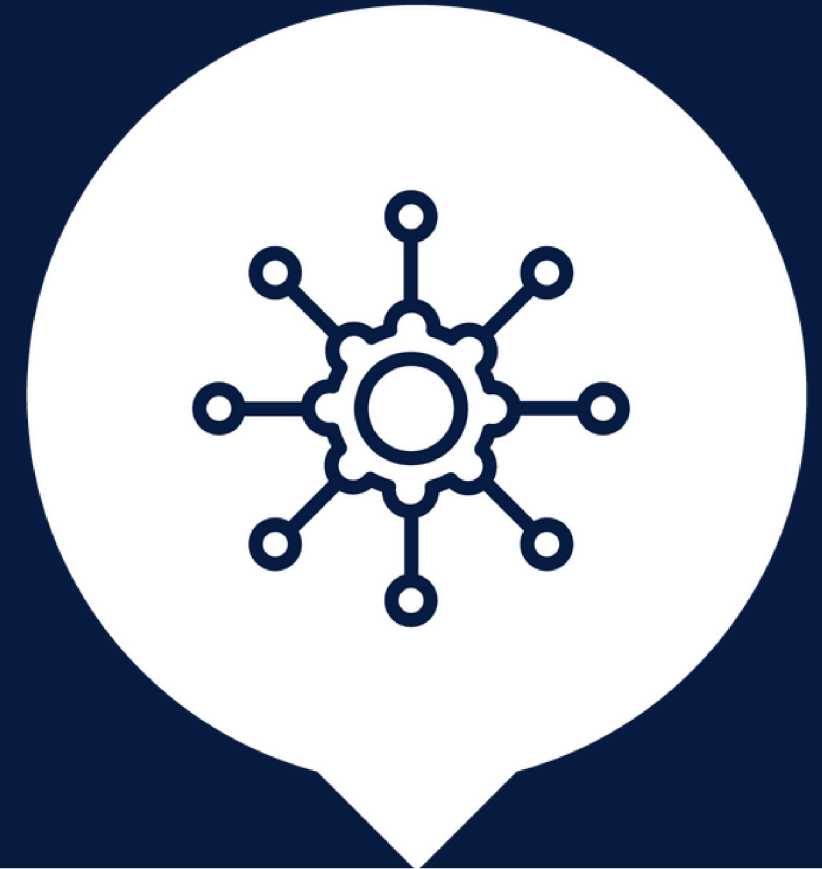


A facilitated process is powerful when it generates breakthrough ideas that describes a future state for the organization.

Facilitation techniques are needed to create the ideas.  
Sound models are essential to capture the output.

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# Implementable Framework




The planning output must be in a form that organizations can act on. Typically, this involves the use of a framework to integrate the output, so it can be understood and implemented, post-session.

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# Client Success



Client satisfaction is achieved when they say “this session was one of our best business days”.  
Success is achieved when clients report that their plan’s execution has led to improvements in their business.



To achieve success as a facilitator/consultant,  
you don't need to be the smartest person in the room.

But using proven resources is a smart way to grow your practice.



**HEWAT STRATEGIC EDGE**

ENABLING LEADERS