

Dr. Derr

Video Derr1a. What do you think the client's first impressions were of the consultant? What are some specific things that contributed to that impression? Consider the physical layout of the room, the attention of the consultant, eye contact, physical contact, and client comfort.

Video Derr1b. How is the client's first impression different? What are some specific things that changed?

Video Derr2a. (There is not supposed to be sound.) What non-verbal cues is the consultant giving to the client? What about from the client to the consultant?

Video Derr2b (again, no sound). How were the non-verbal cues different? Why are these non-verbal cues important?

Previously, Dr. Derr welcomed the client and made them feel comfortable. On to the heart of the consultation!

Video 3a: What questions does she ask the client? What information is she trying to obtain? Why didn't she get good answers?

Video 3b: What was different? How did she ask questions differently? Be specific.

Video 4: Setting expectations. What specific things did they discuss? How well do these match up with the sample sections for the consulting proposal? (publication, data confidentiality, personnel and responsibilities, communication, tasks/timeline/costs) If she were to write a proposal, is there anything else that should be included?

Name: _____

We discussed some guidelines, tips, and recommendations about setting up a consultation and non-verbal communication today.

What did you find particularly interesting or new to you?
