

10 Reasons to use an External Facilitator

Expert Facilitation can be a game changer in helping to define strategy, solve business problems and identify opportunities. But we know that when considering a workshop or meeting requiring facilitation, many ask themselves the question: is it worth the investment to hire someone external? If you are asking yourself this question, here are Quest Worldwide's top 10 reasons to engage an external facilitator:

1

Ability to Fully Participate

Bringing in an external facilitator for meetings and workshops means you can be fully engaged and present in discussions. It is difficult to guide a discussion, record key points, keep an eye on the agenda and timing, maintain engagement of all participants, and fully contribute to content and discussions.

2

Independence

An external facilitator's independent perspective allows them to resolve conflicting viewpoints among participants, and means that participants don't feel like they're being led towards any specific outcome by someone who has a stake in what happens. Facilitator independence drives alignment and helps participants feel like they 'own' the outcomes.

3

Strategic Experience & Specialist Expertise

Many external facilitators come with years of experience, skills and specialist expertise that can help bring in new ways of looking at problems and solutions, and helping your team develop sustainable solutions.

4

A Broader Market Perspective

Many external facilitators have experience from a broad range of industries, and can therefore bring challenging external insights to your deep internal knowledge, helping you take your thinking to the next level.

5

Preparation and Stimulus

Facilitators know how to plan and run successful workshops to get the most out of the significant resource investment you've put in. External facilitators plan so they can deliver maximum value on the day, and can drive both 'soft' and 'hard' objectives.

6

Driving Engagement and Passion from All Participants

External facilitators keep the energy high with a range of activities and exercises aimed to keep people engaged. They're focused on ensuring everyone has a voice and is heard, helping to build alignment behind the outcomes. Through careful workshop design and a range of exercises, they make sure that everyone adds value and feels engaged and invested in the outputs.

7

Harnessing Participant Energy Towards Outcomes

Engaged people often get excited and can stray from the designated purpose. External facilitators are skilled in harnessing that passion and creativity, and turning it into clear actions designed to meet desired outcomes.

8

Innovative Methods and Technology

External facilitators use innovative approaches to make sure people are heard and conversation is flowing in the right direction. For example, anonymous polling can be effectively used to help draw out the elephants in the room, hear opinions that may otherwise go unspoken and balance opinions that may dominate. This helps engage everyone in decisions in real time, and helps build team alignment and commitment.

9

Helping to Spot and Manage Often Overlooked Items

Sometimes a great idea or nugget can be overlooked by the people closest to the situation. One of the strengths of an external facilitator is the ability to spot important insights and redirect focus to ensure that they are explored.

10

Seeing the Big Picture

External facilitators are skilled at honing-in on the big issues and passion points, while also balancing the big picture. They add value by working hard throughout the sessions to keep everyone on track, and making sure that the focus and the outputs will make a real difference to business outcomes.

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Why Choose Quest?

- We know that every workshop needs to be unique and tailored to your needs – there is no one-size-fits-all solution. We will design and execute what is best for your needs.
- We match the best facilitator for the situation so that you can get the benefit of their relevant industry knowledge or area of specialisation and their excellent facilitation skills
- We believe in engaging people from start to finish – our unique processes put people at the heart of our workshops, which in turn builds enduring commitment
- We have unique expertise in specialised strategy workshops such as translating strategic ambitions into an actionable ‘plan on a page’ (Strategy into Action™) and preparing for changes in your competitive landscape (War Gaming), making us unique in the field.
- We have access to cutting edge technology and proprietary tools that help us drive outstanding and useful outputs that will endure. Our QWIP polling technology, combined with our methodologies, help us drive discussion and debate in a way that optimizes participation and desired outcomes.

What Types of Workshops do we Run?

Strategic Ambitions	Understanding the big picture context of your organisation and industry, and setting the broader ambitions that will underpin your strategy
Strategic Choices	Helping make decisions on where to play and how to win
Vision, Purpose, Values, and Behaviours	Articulating your ‘North Star’
War Gaming	Determining your competitive strategy in light of key anticipated external market risks and opportunities
High Impact Events	Engaging your people behind your corporate purpose and strategy
Leadership Conferences	Delivering leadership engagement and commitment
Transformational Project Delivery Planning	Training and coaching to build a culture of continuous improvement and accountability that will optimise transformational projects
Project Management	Upskilling your team in the disciplines and skills of project management