



Effective Consultation With The LIFO® Method

Allan Katcher Ph.D., Gerrit Knott Ph.D., Betty Forbis

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Serving more than ten million people in twenty-six countries, The LIFO® Method can be universally regarded as a powerful weapon for professional consultants. Focusing on people's actions and how they manage their relationships, this life-orientation approach provides nonjudgmental behavioral insight that will help your clients improve in mission-critical areas such as leadership, team building, interpersonal communications, productivity, and training.

You can even use this tool to help your clients with more external situations like recruitment, mergers, and marketing. By utilizing this globally proven process, you can help your clients to achieve their goals.

Based on psychological and management theory that acknowledges different cultural perspectives, The LIFO® Method can be adapted to any business around the world. Treating individuals with understanding and acceptance rather than using judgmental evaluations, this approach creates an environment that fosters, rather than forces, progress. Beginning with inventorying human resources, understanding patterns of behavior, and recognizing potential consequences, the system then builds on that foundation by developing productive relationships and providing personalized strategies for managing strengths.

Effective Consultation with The LIFO® Method teaches you how to work on personal, team, and organization development issues successfully—every time.



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