



# Humble Consulting: How to Provide Real Help Faster

*Edgar H. Schein*

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## **Humble Consulting: How to Provide Real Help Faster** Edgar H. Schein

New approaches are causing consultants and coaches have to jettison the old idea of professional distance and work with their clients in a more personal way, emphasizing authentic openness, curiosity, and humility. Schein shows how to create an atmosphere of genuine trust and caring so that clients can share what's really on their minds. Consultants and clients can then jointly discover what needs to be done. Working together from the outset like this speeds things up as it obviates the need for elaborate diagnostic tests and avoids solutions that might look good on paper but don't fit an organization's on-the-ground reality.

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