



Coaching for Success: Consulting in Public Health

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“How can I succeed as a consultant?” Do you rapidly “see” a problem and the solution before others are even aware of the problem itself? Then you may have what it takes to be a successful consultant. A consultant is someone who helps others solve problems and succeed. It is simple. You succeed

when others succeed. Your job is to find out what success means to your clients and develop a plan to achieve it. **Take the test** below and find out what skills you need to develop to succeed as a public health consultant:

1. **People Skills:** Do you like working with people? Have you been told you are a good listener? Do you enjoy when you see other people succeed? Do you like helping teams learn to work together? Do you know how to keep your “ego” under control? Do you know how to help people communicate effectively and overcome conflict?
2. **Technical Skills:** Do you have an area of expertise? Do you know how to conduct research? Do you know how to use research findings and other information to make decisions? Do you feel comfortable interpreting health statistics? Do you usually apply public health planning, monitoring and evaluation skills?
3. **Public Speaking Skills:** Do you often speak to groups of people and feel comfortable? Do you know how to explain your opinion to others in simple words without offending? Do you know how to use humor and tell stories to make your point? Do you know how to inspire others or “grab” an audience so they want to hear more from you?
4. **Writing Skills:** Do you write often? Before you write, do you find out what your readers need to know? Do you know how to organize your thoughts to communicate your ideas in writing? Do you know how to write concisely to help the reader get your message?
5. **Management Skills:** Do you meet your deadlines? Do you know how to manage several activities at the same time? Do you know how to get work done with and through others? Do you know how to delegate and provide direction when necessary? Do you successfully give positive and negative feedback?
6. **Coaching Skills:** Have you had a coach before, someone that helped see what you needed to do? Do you know how to ask questions to help others make decisions and take action?
7. **Passion:** Are you passionate about helping others and making a difference in public health? Do you feel confident you can make a difference? Do you look forward to your work every day?

How did you score? If you answered “yes” to at least one of the questions in each category, I believe you are or will be a very successful consultant. If you answered “no,” to any of the questions, you have just identified an area to work on that will help you succeed. Practice these seven skills every day and you will succeed!

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Innovations shares the international experience of Dr. Elvira Beracochea and the MIDEGO team. If you have a question about how to improve healthcare or comments on this month’s newsletter, please write to Dr. Elvira Beracochea at elvira@midego.com.

About Dr. Elvira

Dr. Elvira Beracochea is an international public health consultant. Elvira coaches health workers to innovate and improve the quality of health services. She is the founder, President and CEO of MIDEGO, Inc.

About MIDEGO, Inc.

MIDEGO is committed to be a global partner in reaching the Millennium Development Goals (MDGs) and improving quality of life.

Our mission is to assist you and your organization to improve health care and reach the MDGs, one day - one percent at a time.

Our vision is to help provide quality healthcare for everyone everywhere every day.

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