Category

Consulting

Framing Client Problems & Co-Creating Solutions as a Trusted Advisor Playbook

Building the solution together with the client, not delivering it to them fully formed

- Practitioner
- Intermediate
- Template Included

- Mithun A. Sridharan

- 07 December 2021
- 4 minute(s)

Overview

A framework for collaborative problem framing and solution co-creation with clients — genuinely involving them in shaping both the problem definition and the solution — rather than the advisor independently analyzing and delivering a fully formed answer for the client to accept or reject.

Isn't independently developing expert analysis and delivering a

polished recommendation what clients are actually paying for? Clients value genuine expertise, but co-creation doesn't mean abandoning that — it means genuinely involving the client in shaping both problem and solution using your expertise as input to a shared

process, which typically produces both a better solution and stronger client ownership than a fully independent delivery.

Does co-creation slow down the consulting process?

It can take more upfront time than independent analysis, but often produces faster genuine adoption, since clients who helped shape a solution typically implement it with more conviction than one delivered to them fully formed.

{ "@context": "https://schema.org", "@type": "FAQPage", "mainEntity": [{ "@type": "Question", "name": "Isn't independently developing expert analysis and delivering a", "acceptedAnswer": { "@type": "Answer", "text": "polished recommendation what clients are actually paying for?\nClients value genuine expertise, but co-creation doesn't mean\nabandoning that — it means genuinely involving the client in shaping\nboth problem and solution using your expertise as input to a shared\nprocess, which typically produces both a better solution and stronger\nclient ownership than a fully independent delivery." } }, { "@type": "Question", "name": "Does co-creation slow down the consulting process?", "acceptedAnswer": { "@type": "Answer", "text": "It can take more upfront time than independent analysis, but often\nproduces faster genuine adoption, since clients who helped shape a\nsolution typically implement it with more conviction than one\ndelivered to them fully formed." } }] }

Subscriber access

Unlock this playbook

This playbook — including every framework, template, and step-by-step section — is available free to Think Insights subscribers. Enter your email to unlock it instantly and get our weekly insights newsletter. No account needed, and access is remembered on this device.

First Name

Last Name

Email

Country - Select -

■ I agree to data processing in accordance with GDPR

Submit

Leave this field blank

References

Related playbooks

Consulting

Cross-Functional Trusted Advisor Playbook

A framework for becoming a genuinely trusted advisor across business, technology, and operations stakeholders simultaneously — building real fluency and credibi

- Practitioner
- Advanced
- Template Included

Read playbook

Consulting

Advisory-Led Consulting Sales Playbook

A framework for consulting business development that treats the sales conversation itself as genuine advisory work — offering real insight and value before any

- Practitioner
- Intermediate
- Template Included

Read playbook

Consulting

Consulting Brand Authority & Market Positioning Playbook

A framework for building consulting firm brand authority and market positioning specific enough that prospects and referral sources can clearly articulate what

- Executive
- Intermediate
- Template Included

Read playbook

Talk to us about collaborative problem solving

Tags

- Trusted Advisor
- Co-Creation
- Collaborative Problem Solving

Author

Mithun A. Sridharan Thought Leader

I'm Mithun A. Sridharan, Founder of this website - Think Insights - on Strategy, Management Consulting, Leadership, Digital Transformation, and Data Literacy. Follow me on social media or connect with me on LinkedIn for updates.