Category

Consulting

Trusted Advisor for Regulators & Public Sector Clients Playbook

Building trust with clients who operate under public accountability rules that shape what trust even looks like

- Practitioner
- Advanced
- Template Included

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- 01 August 2021
- 4 minute(s)

Overview

A framework for building trusted advisor relationships specifically with regulators and public sector clients, where public accountability, procurement rules, and political sensitivity shape trust-building differently than in private-sector relationships.

How is this different from the Public Sector & Policy Consulting

Playbook? That playbook covers engagement methodology and delivery for public sector consulting broadly. This one is specifically about the trust- building relationship dynamic with regulators and public sector clients, who operate under constraints (public accountability, procurement neutrality rules) that shape trust-building differently than

private-sector relationships.

Can a consultant build the same kind of close, informal trusted

advisor relationship with a regulator as with a private-sector executive? Not in the same form — public accountability and procurement rules often require more visible formality and documented interaction than a private-sector relationship, which this playbook addresses directly rather than assuming the same informal trust-building approach transfers unchanged.

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