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Consulting to leaders: Lead with a mindset of 'maybe' instead of 'no'

By Jay P. Anstine

If you think about consultants, they are hired to solve a problem or provide insights by looking at the problem in a new way.

There are many jobs where employees act like consultants, even though we may not consider them to be one per se. Take, for example, a waiter: If you have ever been to a new-to-you restaurant, chances are you've asked them for insight on items on the menu.

When it comes to compliance officers, we perform a similar role when leaders come to us seeking advice on organizational conduct based on regulatory languages, such as a proposed business deal.

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