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There are 7 C's of effective communication which are applicable to both written as well as oral communication. These are as follows:

Completeness - The communication must be complete. It should convey all facts required by the audience. The sender of the message must take into

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consideration the receiver's mind set and convey the message accordingly.

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Each of these 7C's in-turn has seven steps - so this is really about "49 steps to Consulting" - making it really comprehensive. Client - Getting it Right from the Start "Trade is a social Act". Orientation - Viewing the problem as the Client sees it (including their perception)

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The Seven C's described are: Client - Understand the person and the problem. Clarity - Unearth the symptoms and roots of the issue. Create - Generate a solution. Change - Deliver the solution. Confirm - Make sure it works. Continue - Ensure it will be suitable. Close -

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