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How To Become A Successful It Consultant

Fred Fisher,Peggy Fisher

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price your services the funding you will require how to plan your consulting assignments And much more This book is an essential reading for anyone who is seriously thinking about taking this big career step **The Basic Principles of Effective Consulting** Linda K. Stroh,2019-02-05 Consultants are called upon more and more to help implement needed organizational changes fill gaps in workforce capabilities and solve significant business problems As the demand for consultants increases it is critical that practitioners differentiate themselves and understand how they can be most successful for themselves and their clients The Basic Principles of Effective Consulting details what effective consultants do and provides a step by step process of just how they do it The Second Edition of The Basic Principles of Effective Consulting is fully updated with real life cases End of chapter summaries foster both mastery and engagement as well as providing a quick reference throughout a consultant s career In addition each chapter includes a section From the experts written by successful consultants and users of consultants services These experts share ideas and tips about their own consulting experiences that relate to chapter material The book is written for entry level and seasoned consultants project managers staff advisors and anyone who wants to learn or be reminded of the basic principles of effective consulting The book is well suited as an excellent textbook for college courses on consulting organizational training and a lifetime go to consultant s resource *Successful Consulting* Fred Fisher,Peggy Fisher,2005-09 Success as a consultant is not the result of spontaneous combustion It takes hard work dedication and perseverance Successful Consulting Mastering the Five Challenges that can Make or Break you as an Independent Consultant is the fuel to get aspiring and struggling consultants fired up and on their way to success Authors and consultants Fred and Peggy Fisher detail five critical challenges that need to be conquered in order to build a successful consulting business They include the following Personal and professional readiness factors The financial reality of selling your skills and knowledge one day at a time Putting together a successful marketing and business development plan Honing a wide range of interpersonal group and technical communication skills Building sustainable client relationships Using their unique experiences in the profession Fred and Peggy guide you through the process step by step Successful Consulting Mastering the Five Challenges that can Make or Break you as an Independent Consultant will help you discover your potential and tap your inner consultant Don t wait another moment achieve your consulting dreams today The Executive's Guide to Consultants: How to Find, Hire and Get Great Results from Outside Experts David Fields,2012-10-23 Maximize Your Return on Expertise Research shows a high proportion of consultants fail to deliver results on time on budget and on target Rare is the project that exceeds your expectations But help is here The Executive s Guide to Consultants explains how to ensure that every project delivers measurable benefits every time This book will help you find experts invest wisely accelerate change and achieve your most important goals by tapping into the genius of others The Executive s Guide to Consultants contains breakthrough ideas covered by no other book including Sophisticated new contract structures that maximize your ROI Essential methods for reducing project risk Cutting edge

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