

# How to become a successful consultant

– 5 traits that  
make a difference

Prevas



# How To Become A Successful It Consultant

**Fred Fisher, Peggy Fisher**



## **How To Become A Successful It Consultant:**

**How to Become a Successful IT Consultant** Dan Remenyi, 2013-06-17 How to Become a Successful IT Consultant is a practical book for anyone considering setting themselves up as an IT consultant. It is essential reading for those contemplating such a career change. Today IT consulting has become a major opportunity for many IT professionals who want to work for themselves. It is no longer only the domain of the high flying international organization. In fact tens of thousands of IT professionals are leaving their regular jobs to set up as IT consultants on their own. Although there are many consulting opportunities available, it is quite a challenge to make a success of your own IT consulting business. There are a lot of things to think about and many decisions to be made. For those who get it right, there is a very exciting and highly lucrative business career ahead. This book takes the IT professional through all the key issues which have to be understood and explains how to optimize your chances of developing a long term IT consulting business of your own. This practical book explains what is involved in setting up your own business as an IT Consultant. It explains the opportunities involved and gives practical advice as to how to take advantage of them. The book looks at the full range of issues concerned with getting started and maintaining your business and gives practical guidelines about how to face the many challenges which you will encounter if you leave your job and set up on your own. Amongst the many issues involved, this book specifically addresses how to find clients, how to get more business and the opportunities areas available, how to 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.

[How to Become a Successful IT Consultant](#) Dan Remenyi, 2013 How to Become a Successful IT Consultant is a practical book for anyone considering setting themselves up as an IT consultant. It is essential reading for those contemplating such a career change. Today IT consulting has become a major opportunity for many IT professionals who want to work for themselves. It is no longer only the domain of the high flying international organization. In fact tens of thousands of IT professionals are leaving their regular jobs to set up as IT consultants on their own. Although there are many consulting opportunities available, it is quite a challenge to make a success of your own IT consulting business. There are a lot of things to think about and many decisions to be made. For those who get it right, there is a very exciting and highly lucrative business career ahead. This book takes the IT professional through all the key issues which have to be understood and explains how to optimize your chances of developing a long term IT consulting business of your own. This practical book explains what is involved in setting up your own business as an IT Consultant. It explains the opportunities involved and gives practical advice as to how to take advantage of them. The book looks at the full range of issues concerned with getting started and maintaining your business and gives practical guidelines about how to face the many challenges which you will encounter if you leave your job and set up on your own. Amongst the many issues involved, this book specifically addresses how to find clients, how to get more business and the opportunities areas available, how to 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

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## **Table of Contents How To Become A Successful It Consultant**

1. Understanding the eBook How To Become A Successful It Consultant
  - The Rise of Digital Reading How To Become A Successful It Consultant
  - Advantages of eBooks Over Traditional Books
2. Identifying How To Become A Successful It Consultant
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an How To Become A Successful It Consultant
  - User-Friendly Interface
4. Exploring eBook Recommendations from How To Become A Successful It Consultant
  - Personalized Recommendations
  - How To Become A Successful It Consultant User Reviews and Ratings
  - How To Become A Successful It Consultant and Bestseller Lists
5. Accessing How To Become A Successful It Consultant Free and Paid eBooks
  - How To Become A Successful It Consultant Public Domain eBooks
  - How To Become A Successful It Consultant eBook Subscription Services
  - How To Become A Successful It Consultant Budget-Friendly Options
6. Navigating How To Become A Successful It Consultant eBook Formats
  - ePub, PDF, MOBI, and More
  - How To Become A Successful It Consultant Compatibility with Devices
  - How To Become A Successful It Consultant Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of How To Become A Successful It Consultant
  - Highlighting and Note-Taking How To Become A Successful It Consultant
  - Interactive Elements How To Become A Successful It Consultant
8. Staying Engaged with How To Become A Successful It Consultant



- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers How To Become A Successful It Consultant
- 9. Balancing eBooks and Physical Books How To Become A Successful It Consultant
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection How To Become A Successful It Consultant
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine How To Become A Successful It Consultant
  - Setting Reading Goals How To Become A Successful It Consultant
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of How To Become A Successful It Consultant
  - Fact-Checking eBook Content of How To Become A Successful It Consultant
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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