



the consultant's handbook

HOW TO USE YOUR
EXPERTISE TO DELIVER
CLIENT SUCCESS AND RUN A
PROFITABLE BUSINESS

by Andrew Sheves

The Consultants Handbook

British Medical Association

A red circular graphic with a gradient, appearing as a stylized arrow or a partial circle, located to the right of the British Medical Association text.

The Consultants Handbook:

The Consultant's Handbook Samir Parikh, 2015-05-21 Delivers the essential practical skills needed to consult and make sharp well prepared interactions in a wide range of business situations This comprehensive handbook covers the fundamental skills and attitudes required by successful consultants from novice to practitioner level irrespective of their specialist area It untangles the key variables present in any consulting service and introduces practical ways to improve their effectiveness based upon the author's experience of helping consulting organisations to develop and excel in the marketplace The book explores consulting from the ground up steering away from theory and focusing instead on practical application providing a solid platform upon which to build further domain specific competence The Consultant's Handbook provides An understanding of the key variables that can be addressed in order to improve one's own consulting performance A set of simple practices that can be implemented with immediate benefit to the reader Practical insight into day to day real life consulting interactions Confidence to implement the new ideas and approaches *The Consultant's Handbook* Stephan Schiffman, 2000-06 The Consultant's Handbook is the definitive resource for readers who want to enter one of today's most exciting challenging and potentially lucrative career fields consulting Stephan Schiffman shows readers how to Predict and prepare for the most common business problems Attract clients during the first crucial months with virtually no marketing budget Determine what rates to charge and how to collect fees Write winning proposals that encourage repeat business For most people not knowing these fundamentals often leads to expensive mistakes Hit or miss reactions to critical business problems cost beginning consultants money clients time and in many cases their practices The Consultant's Handbook provides the information readers need to avoid these pitfalls **The Consultant's Handbook** Stephan Schiffman, 1988

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