

Practical Guide for Internal Consultants

Using Your Expertise to Build Business Capacity



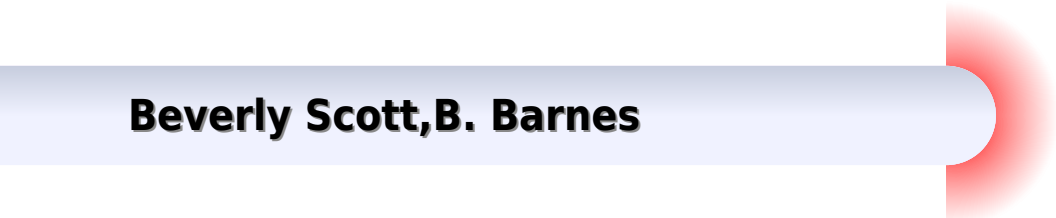
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The Internal Consultants Guide

Beverly Scott, B. Barnes



The Internal Consultants Guide:

High-performance Consulting Skills Mark Thomas, 2003 Annotation The concept of the internal consultant is now gaining considerable ground as managers in support functions seek to redefine their role and effectiveness The emphasis that it places on moving from a colleague to a client perspective within the business can bring major benefits to both adviser and organisation This book provides a practical understanding of the skills required to become a high performance internal consultant whatever your own area of expertise It will help you develop stronger more productive working relationships with internal clients secure greater internal client commitment to initiatives and change projects work effectively in a less formal and hierarchical way on projects and initiatives market your services and build powerful internal networks enhance your own worth and value to the organisation Who should read this book All managers working in support functions such as HR audit training personnel and IT as well as areas such as finance and marketing

Consulting on the Inside Beverly Scott, B. Barnes, 2011 Consulting on the Inside 2nd Edition is hands on practical guide for those individuals who live and work as internal consultants to organizations While these professionals must provide most of the services and duties expected of external consultants objective unfiltered advice and recommendations for example internal consultants are employed by their client organizations This book is a complete resource for all experience levels of internal consultants

Consulting on the Inside, 2nd ed. Beverly Scott, B. Kim Barnes, 2011-04-01 Are you an internal consultant a staff member who serves in a consultative role within your organization Then you need this hands on guidebook to help you better understand your role and improve your performance Whether you're a change agent trusted advisor or someone who serves in varying capacities it's important to design your job develop a formal agreement and build your practice Consulting on the Inside provides a solid background for internal consultants and serves as a roadmap for cultivating a successful career You'll learn how to maintain an outsider's objectivity while applying an insider's knowledge of the organization build relationships but be upfront about challenges and issues design your role to fit the client's needs and the organizational situation handle roadblocks and deal effectively with difficult clients market your consulting services within the client organization You'll find a thorough examination of the eight phases of the consulting process a comprehensive analysis of the differences between internal and external consultants and success stories demonstrating the personal qualities you need to build trust and relationships Consulting on the Inside also provides a complete toolbox for getting the job done including tips and techniques checklists forms a sample hiring agreement and ready to use agendas

Practical Guide for Internal Consultants James D. Showkeir, Kevin Herring, 2004 This book provides unique insights and tools to empower support functions such as Human Resources Finance Information Technology and Supply Chain to fully apply field specific expertise to solve business problems Readers will learn how to apply internal consulting skills to organization needs and become a critical value adding team instead of an overhead function

Consulting on the Inside Beverly Scott, 2000 Internal consulting describes the day to day

work done by an increasing number of workplace learning and performance professionals Yet living and working as an internal consultant presents many challenges and obstacles not experienced by external consultants This book is designed to be a hands on practical guide for those professionals just assuming the role of internal consultant as well as a valuable toolkit and reference book for experienced practitioners who want to improve their existing skills These professionals include trainers career and organization development specialists and human performance improvement practitioners In addition to the book s comprehensive eight step consulting process guide Bev Scott has included 50 real life stories from current and former internal consultants who offer valuable tips and solutions for those who choose to consult on the inside Book jacket

Consulting on the Inside Beverly Scott,2012 **The Internal Consultant's Guide** Tom Akins,Jennifer Howard,Annemarie Kern,Susan Shaw,1996-04-01 The Internal Consultant's Guide Miller Howard Consulting Group, Inc,1996 Organizational Consulting Alan Weiss,2003-04-21 The expert guide to effective internal consulting This book guides internal consultants through the steps necessary to bolster their credibility build relationships within the organization develop internal marketing abilities and apply proper methodologies to their work Alan Weiss an experienced consultant provides practical techniques the internal consultant internal human resources practitioner and any other internal change agent can use to excel at work advance their careers and become valued assets to their organizations Some of the major subjects covered include setting up the proper environment for success and establishing peer level interactions Alan Weiss PhD East Greenwich CT has consulted with hundreds of organizations around the world including Mercedes Benz Hewlett Packard Merck and Chase He lectures widely and appears regularly on radio and television to discuss productivity and performance He is the author of twelve books including Getting Started in Consulting Wiley 0 471 38455 0 The Ultimate Consultant Jossey Bass 0 7879 5508 6 How to Acquire Clients Jossey Bass 0 7879 5514 0 and Process Consulting Jossey Bass 0 7879 5512 4 **The Internal Consultant** Anton K. Dekom,1969 Research report on a survey of the functions and responsibilities of management consultants in more than 60 enterprises in the USA covers the improvement of business organization efficiency job descriptions the educational level and occupational qualifications of such expert managers job requirements wages performance record etc Bibliography pp 100 and 101 and references

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