



the consultant's handbook

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

by Andrew Sheves

The Consultants Handbook

MARK. THOMAS



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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The Client-consultant Handbook Chip R. Bell, Leonard Nadler, 1979 USA Compilation of essays comprising a guide to successful recruitment human relations and results in using management consultants considers the consultant's role in organization development diagnosing problems training and human resources development etc and discusses evaluation techniques with respect to the consulting process Bibliography pp 267 to 273 diagrams graphs and statistical tables

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a practical approach to setting up a consulting business Throughout the guide Elaine Biech author of the best selling *The Business of Consulting* shares both her own secrets as well as those of numerous other successful consultants With a focus on the business side of consulting Biech takes you through a painless fill in the blanks step by step process for setting up your consulting firm New sections include Why A Consulting Career Five Reasons Why You May Be a Good Investment How Much Will Clients Pay Your first To Do List What to call your business Creating and writing Business Plans Office Location Options Setting up your office including Furnishing Your Office and planning your Technical Needs Electronic Records including Monthly Expense Records Revenue Projections and Invoicing Staying Organized including a Session Planner Determining your market niche Creating your marketing plan Developing your website Reviewing your first year with your family Electronic resource list available online Skills And Knowledge Required of Consultants

The Contemporary Consultant Larry E. Greiner, Lawrence A. Bennis, Flemming Poulfelt, 2005 This book provides a thorough examination of a variety of specialties within the broad range of management consulting A book of such scope and depth could only be written by a large number of experts Each chapter is written by a leading expert in one of the many specialties related to management consulting Together all 27 contributors take the reader through an industry that is currently undergoing significant change While covering all the major practice areas of consulting the book also offers new insights into change processes and addresses compelling management issues now facing consulting firms Every practicing consultant and firm needs this book s broad perspective and its treatment of specific areas of content in order to prepare them for a successful future in a highly competitive business environment Presently there is no book on the market that takes such an advanced look at both the complexity and multiple aspects of consulting Ideas presented by the many consulting experts are thoughtful and provocative Their sage advice on future developments in the field is not to be missed

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