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management issues facing consulting firms These cases together with the handbook will prepare consultants and other business managers for a successful future in a highly competitive consulting environment

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Irresistible Consultant's Guide to Winning Clients David A. Fields, 2017-03-21 This deeply insightful guide to understanding what clients really want is an indispensable resource for consultants Keith Ferrazzi 1 New York Times bestselling author of Never Eat Alone Independent consulting is a potentially lucrative enterprise but the reality seldom matches the dream Most solo consultants and boutique consulting firms are perpetually within six months of bankruptcy due to the sputtering unreliability of their new business engines The problem according to international consulting expert David A Fields is twofold 1 lack of a consistent proven plan and 2 fundamental misunderstanding about what clients want in a consultant Fields who has helped hundreds of consultants and boutique firms worldwide build profitable sustainable practices replaces the typical consultant s mindset of emphasizing expertise and differentiated processes with a focus on building relationships engendering trust and solving clients existing problems In The Irresistible Consultant's Guide to Winning Clients Fields synthesizes his decades of experience into a step by step approach to winning more projects from more clients at higher fees From nuts and bolts business advice and tactics to a deeply insightful breakdown of the human side of a very human profession Fields named one of Advertising Age magazine s Marketing Top 100 delivers a comprehensive guidebook that is at once highly approachable and satisfyingly detailed If I could have just one book on client strategy this book would be it Marshall Goldsmith 1 New York Times bestselling author of Triggers The IT Consultant Rick Freedman, 2000-03-17 Become a successful information technology consultant This is the only book on the market that will teach you the crucial soft skills of communication facilitation and presentation plus a methodology for applying IT analysis skills to meet your client's business needs Using an organized common sense approach based on his 15 years experience as an IT consultant Rick Freedman presents this landmark method for partnering with clients collecting and analyzing data creating recommendations and delivering business benefits to clients You ll learn how to Develop rewarding and mutually beneficial client relationships Help clients visualize the end product of IT systems consulting projects Negotiate projects that have clear goals specifications budgets and schedules Market proposals to executives managers and users Plus the companion website provides you with customizable job aids for use in your own work Never again will you be simply a technician for hire Whether you re a newcomer to consulting or a seasoned professional The IT Consultant provides you with a blueprint for developing your advisory skills providing quality services and building successful client relationships

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