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Annelies Wilder-Smith

Maximizing the Value of Consulting Jack J. Phillips, William D. Trotter, Patricia Pulliam Phillips, 2015-05-19 Provide organized, efficient, relevant consulting with lasting value Maximizing the Value of Consulting is an indispensable, practical guide for managing, measuring, and delivering the results that make internal and external consulting a lasting value to clients and the company. Sponsored by the ROI Institute and the Association of Internal Management Consultants, this book provides a roadmap to relevance for consultants operating in the increasingly fast-paced, changing, dynamic environment. Readers will learn how to use resources properly and manage the investment efficiently, while truly connecting to the business, securing appropriate levels of commitment, and providing adequate levels of support. Detailed coverage includes guidance toward calculating the value of consulting in terms that executives understand, including business impact and ROI, and using the appropriate tools to show how things are working throughout the process. Whether organizations are using internal or external consultants, or both, consultants can provide better value to the company. Consultants are needed to provide advice, support, and insight into the processes undertaken to improve the business, and integrate the input of different functional units into a more streamlined strategy. This book is designed to help consultants provide the utmost value to clients by maximizing organization, efficiency, and ultimately, ROI. Manage for value with better organization and cost control Set objectives at multiple levels to deliver useful results Measure implementation, impact, ROI, and intangibles Use final results to drive appropriate actions, creating lasting value The skyrocketing need for internal and external consultants will continue, in almost every functional area ranging from HR and technology, to auditing and risk management. Maximizing the Value of Consulting provides a manual for relevant, value-driven consulting, with world-renowned expert insight.

Lohfeld Consulting Group Insights Lohfeld Consulting Group, 2012-12-12

How to Succeed as an Independent Consultant Herman Holtz, David Zahn, 2004-03-22 Publisher Description

Extract Value from Consultants Gordon Perchthold, Jenny Sutton, 2010 This book empowers managers to take control of the consulting process in any business environment. Features: Insiders reveal the secrets of the consulting trade. Packed with firsthand observations, case studies, and valuable document templates, this book details a step-by-step approach to effectively selecting and managing any consultant. The authors explain how companies can take advantage of the increasingly complex world of global consulting; A guide for maximising return and minimising costs for companies hiring consultants. Too often consultants dictate where, when, and how they will deliver value. The book gives managers the tools they need to select and manage the right consultants at the right time and determine whether or not they are delivering the goods; Authors have global experience with major U.S. companies and consulting firms. The authors have built consulting practices around the world, working with companies such as Deloitte Consulting, Aflac, The Hartford, ING, Nationwide, New York Life, Northwestern Mutual, and Swiss Life.

Principles and Practices of Professional Consulting Steven C. Stryker, 2011-01-16 Although consultants influence the outcome of major endeavors in the fields of management, finance, government, and engineering, few attempts have been made to establish the tenets and techniques of consulting. In *Principles and Practices of Professional Consulting*, author Steven C. Stryker outlines the basic tools required of this critical skill. In doing so, he looks into the history of consulting, the consulting process itself, and the key practical skills and techniques that are needed for successful consulting. Case examples based on real-life situations aptly demonstrate the applicability of the material to current consulting activities.

Consulting for PhDs, Lawyers, and Doctors WetFeet, 2008

Choosing and Using a Consultant Herman Holtz, 1989-06-06 How to find and hire qualified consultants. Holtz takes you through the steps of evaluating consultant credentials, costs, and effectively managing the work of the consultant throughout your project. Includes worksheets and checklists for screening potential consultants, as well as guidelines for contract-writing and negotiations. Includes sources for finding consultants: periodicals, professional associations, networks, and referral services.

THE TRUSTED FIRM: HOW CONSULTING FIRMS BUILD SUCCESSFUL CLIENT RELATIONSHIPS Fiona Czerniawska, 2007 Market_Desc: · Managing consultants, partners and managers of consulting firms who are looking to grow their business and revenue more effectively. · Senior Managers in professional services firms and of client organizations. Special Features: · Fiona Czerniawska is a recognized authority on the consulting industry · The notion of the trusted firm is a new one, as client-consultant relationships are usually seen in purely personal terms · Based on case studies of a wide range of top consulting firms, including Accenture, A T Kearney, Atos Origin, Bain, Boston Consulting Group, Booz Allen & Hamilton, BT, Capgemini, Capita, Deloitte, EDS, LogicaCMG, IBM, McKinsey, PA Consulting, T-Systems - plus many other niche players About The Book: The Trusted Firm looks at how leading consulting firms across the world create an environment for successful consulting - who they recruit and what kind of recruitment processes work best, how they keep their finger on the pulse of the market, how they ensure they're matching the right people to the right jobs, and what kind of values they need.

How to Become a Top Consultant Ron Tepper, 1987-02-24 Ten of today's top consultants explain why and how they left the 9-to-5 grind behind, built new careers, and became the best in their field! Become a Top Consultant How the Experts Do it What does it take to build a successful consulting

practice? Ron Tepper asked ten consultants in a diverse range of fields and found the formula to be a winning blend of skills, specialized knowledge, strategy, and technique. Now, Tepper shows you how to build a consulting practice of your own simply by following the examples of these ten experts in engineering, data processing, government, accounting, management, sales, real estate, and law. *Become A Top Consultant* takes you step by step through writing and submitting superior proposals, marketing your consulting services, setting fees, billing, getting help, even moonlighting. You'll learn the basic concepts, practices, specialized skills and consulting requirements for each different field. Best of all, you'll identify easily with the consultants--you'll meet an accountant and a sales trainer, a civil engineer, a football player-turned-headhunter/personnel accountant, an investment advisor who never finished college, and a former real estate salesman who's now a phenomenally successful attorney. They're all top consultants, from all walks of life--the best in the business. And they all started out where you are today. *Become A Top Consultant*--it's like having a live panel of consulting experts at your service, eager to help you launch your consulting career.

Relationships That Enable Enterprise Change Ron A. Carucci, William A. Pasmore, 2003-02-11 *Relationships that Enable Enterprise Change*--a title in Pfeiffer's *Practicing Organization Development Series*--is a practical resource for consultants who want to enhance their relationship with senior leaders in order to drive broad organization change. Written by Ron A. Carucci and William A. Pasmore--with contributions from senior consultants from the acclaimed Mercer Delta Organizational Consulting group--this invaluable guide shows you how to leverage relationships with your clients to ensure that sought-after change is realized. The authors present tested principles and approaches that will help transform your client relationships into engines of change throughout the organization and offer a wealth of new ideas that you can implement in your consulting practice.

Inside the Technical Consulting Business Harvey Kaye, 1997-12-04 Join the thousands of professionals who have already gotten *Inside the Technical Consulting Business* -- and discover how to channel your technical know-how into an exciting career as an independent consultant. This Third Edition of Harvey Kaye's bestselling guide gives you the focused, no-nonsense help you need to start and run your own consulting practice in today's ultracompetitive environment. What's inside: Setting up your consulting business. The lowdown on finances, record-keeping, office space, taxes, and choosing the form of business organization that's right for you. Insider's guide to proposals and contracts. Gives plenty of examples to use in your own consulting practice. Marketing secrets your boss never told you. Tips on creating demand for your services and keeping your clients coming back for repeat business. PLUS ALL-NEW MATERIAL ON: * Creating your personal strategic marketing plan. A step-by-step guide to developing and maintaining your competitive edge. * Learn from the pros. Meet the Pros interviews show how successful consultants handled some of the very problems you're likely to encounter. * Building successful client relationships. The inside scoop on keeping clients happy while protecting your own professional interests. * The technical challenges of consulting. A consultant's primer on problem-solving, coping with the information explosion, and organizing for maximum productivity.

Consultants and Consulting Organizations Directory Arsen Darnay, 1997-10

The Business of Consulting Elaine Biech, 2007-09-10 Designed as the go-to reference for managing a consulting business, *The Business of Consulting* is candid, practical, and eminently useful. Fine-tuned to address the changes in today's business environment, this vital resource outlines the basics for managing a consulting practice and shows how to · Develop a business plan · Market your business · Charge for your services · Build a client relationship · Grow the business · Ensure your continued professional growth · Make money in the profession

How to Succeed as an Independent Consultant Herman Holtz, 1983 This sequel has been thoroughly updated to cover current government procurement rules affecting consultants along with a broad range of marketing, financial, professional and ethical issues. Features the latest in computer and office equipment with tips on purchasing the right product. A complete "Reference File" contains suggested books, periodicals, consultants' organizations, public speaking contacts and much more.

Vault Guide to the Top 50 Consulting Firms Daniel McHugh, 2001 A collection of company profiles offering an inside look at management consulting careers and the firms that shape the industry.

The Consultant's Manual Thomas L. Greenbaum, 1990-01-16 Contents: Foreward; Introduction; Part I: Planning (6 chapters); Part II: Implementation (9 chapters); Index. This is the comprehensive guide to starting, building and running a successful consulting practice. Based on the author's popular Harvard consulting course. Covers all practical aspects of consulting practices.

Guide to Successful Consulting Steven C. Stryker, 1984 Abstract: A study guide for prospective or practicing consultants attempts to present a coherent picture of what is involved in becoming a reputable and successful consultant. Topics include: a framework for deciding to form an independent consulting practice; initiating the practice; developing a marketing strategy for attracting potential clients; developing a proposal and securing a consulting contract; carrying out the consulting agreement; effective uses of advertising and promotion; the establishment of an ethical code; consulting in the public/federal sector; consulting abroad with foreign principals; expanding the consulting practice, including the selection and control of staff and its performance; and instituting changes in the consulting practice. Numerous forms, letters and checklist exhibits are provided throughout the text. Special

issue topics are included in several of the chapters.

Consultants & Consulting Organizations Directory 29 Sup ,2006-11

Million Dollar Consulting Toolkit Alan Weiss,2005-11-07 The practical toolbox for readers of Million Dollar Consulting This useful guide provides specific checklists, guidelines, templates, and actual examples for every step of the consulting process. It covers marketing, sales, meetings, implementation, follow-up, invoicing, practice management, insurance, equipment, subcontracting, and scores of other elements. Thousands of people have bought Weiss's Million Dollar Consulting and started their own consultancy. Now, this handy resource goes hand-in-hand to provide all the tools new consultants need to enact all the recommendations and ideas in Million Dollar Consulting. Alan Weiss, PhD (East Greenwich, RI), has consulted for hundreds of organizations around the world, including Mercedes-Benz, Hewlett-Packard, Merck, Chase, American Press Institute, and the Times-Mirror Group. He is the author of 12 books, including *Getting Started in Consulting* (0-471-47969-1) and *Organizational Consulting* (0-471-26378-8).

Consulting Mastery Keith Merron,2005-06-12 This is not just another book telling consultants how to advise their clients on solving specific problems—increasing sales, finding the best IT system, reducing turnover, and so on. Consulting Mastery teaches consultants how to master the real challenge of working with organizations: effecting actual change. It examines how to help clients help themselves to achieve higher levels of performance. Drawing on interviews with fourteen master consultants and ten executives in client organizations, Merron explores how consultants can profoundly impact the way organizations operate. Whether you are a seasoned consultant or just starting out, Consulting Mastery will inspire you to adopt goals , strategies, and the mindset that will help you make a real difference in your work and in your client organizations.

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