

How's Consulting

William A. COHEN Ph.D.

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 Consulting Economy Jonathan Dison,2017-05-16 When you hear the term consultant, you most likely conjure up images of suits instructing high-level management on strategy. But the trade of consulting is so much more-and so much bigger-than you might imagine. In fact, the \$425 billion industry is on pace to double in the near future, meaning a majority of professionals will one day be consultants instead of employees. Luckily, if you have marketable skills and an entrepreneurial spirit, you can join this booming business now and build the profitable and flexible career you've always wanted. In *The Consulting Economy*, Jonathan Dison, founder of Lightrock Consulting and BenchWatch.com, explores the realm of consulting, teaching both aspiring and experienced consultants, contractors, and freelancers how to find a niche within their industry, start a business, develop a clientele, maximize income, and create a career that is vibrant, challenging, and rewarding. Whether you're a millennial just starting out, a midcareer worker looking to spend more time with family, or a retiree hoping to find a new vocation, *The Consulting Economy* will give you the tips and tools you need to successfully transition into the world of consulting, maximize your wealth and profitability, and begin enjoying the freedom and excitement of working for yourself.

How Clients Buy Tom McMakin,Doug Fletcher,2018-03-13 The real-world guide to selling your services and bringing in business *How Clients Buy* is the much-needed guide to selling your services. If you're one of the millions of people whose skills are the 'product,' you know that you cannot be successful unless you bring in clients. The problem is, you're trained to do your job—not sell it. No matter how great you may be at your actual role, you likely feel a bit lost, hesitant, or 'behind' when it comes to courting clients, an unfamiliar territory where you're never quite sure of the line between under- and over-selling. This book comes to the rescue with real, practical advice for selling what you do. You'll have to unlearn everything you know about sales, but then you'll learn new skills that will help you make connections, develop rapport, create interest, earn trust, and turn prospects into clients. Business development is critical to your personal success, and your skills in this area will dictate the course of your career. This invaluable guide gives you a set of real-world best practices that can help you become the rainmaker you want to be. Get the word out and make productive connections Drop the fear of self-promotion and advertise your accomplishments Earn potential clients' trust to build a lasting relationship Scrap the sales pitch in favor of honesty, positivity, and value Working in the consulting and professional services fields comes with difficulties not encountered by those who sell tangible products. Services are often under-valued, and become among the first things to go when budgets get tight. It is now harder than ever to sell professional services, so your game must be on-point if you hope to out-compete the field. *How Clients Buy* shows you how to level up and start winning the client list of your dreams.

How to Get a Job in Consulting Stephen Pidgeon,2015-08-14 This is the fully updated second edition of the best-selling book that has helped hundreds of MBAs, undergrads and experienced hires get jobs in consulting. It gives candidates an in-depth, insider look at the entire process of recruiting, including how to get the most out of on-campus events, how to network, how to prepare for interviews, and how to succeed in interviews.

How to Make it Big as a Consultant William A. Cohen,2009 Guide features new chapters on developing strategies for clients, leading consulting teams. This handbook will help you master the fundamentals of the business and become the kind of outstanding consultant your clients will turn to.

Consulting Mastery Keith Merron,2005-06-12 Most consultants are content to solve problems. Extraordinary consultants alter the culture of the client organization itself, changing the way the organization operates. Keith Merron shows that the most powerful tool for making a real difference is the consultant's inner stance--the attitudes, assumptions, beliefs, goals, and strategies that underlie the consulting practice. In other words, it is the inner qualities of the consultant that differentiate a great consultant from the rest of the pack. *Consulting Mastery* explores the deep inner shift required to become an extraordinary consultant. Through vivid examples, Merron contrasts the goals, strategies, and tactics used by most consultants with those used by masterful consultants to reveal the qualities and characteristics that will help you make the biggest difference with your clients. If you

yearn to have a bigger impact on your client organizations, or even on the world as a whole, Consulting Mastery shows how to transform yourself from a problem solver to an empowering partner. Following a natural flow of learning, it details the conceptual foundation of consulting mastery, provides a vision of mastery in action, and outlines a clear path to attaining mastery in oneself.

The Business of Consulting Elaine Biech, 2011-01-13 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

The Trusted Firm Fiona Czerniawska, 2006-11-02 The consulting industry has been on a roller-coaster ride since the heady days of the 1990s. After a recession triggered by the dotcom crash, it's now growing rapidly again--but in a market that has changed beyond all recognition. Fees are down, buying is centralized and many clients are ex-consultants who know all the tricks of the trade. It's a hostile environment in which great personal qualities are no longer enough--consultants need trusted firms behind them, helping them deliver results. This unique journey through the new consulting terrain looks at how leading consulting firms worldwide create a platform for success: what values they need; who they recruit and what recruitment processes work best; how they keep their finger on the pulse of the market; how they match the right people to particular jobs. This book is essential for both client and consultant to understand the pitfalls to avoid and the conditions necessary for success in today's complex, multi-faceted project environment. -- Peter Hill, Chief Executive, Management Consultancies Association The Trusted Firm presents a compelling blueprint for the consulting firm of the future. From concepts to tactics, this book shows firm leaders why and how to rethink their businesses to earn client trust--the ultimate market differentiator. --Michael W. McLaughlin, Editor, Management Consulting News and author of Guerrilla Marketing for Consultants Fiona, astute observer, commentator of the management field, provides insight and clarity to the chaos of rapid changes in our clients' evolving demands and how our firms can most effectively respond to them. A must-read for understanding data on contemporary client demands; a valuable contribution to our field. Czerniawska explicates the dynamics of the three-pronged relationship between the client, the consultant and the firm. She explains why each aspect of this tri-partite relationship is equally significant in the successful engagement. --Elizabeth Ann Kovacs, President & CEO, Association of Management Consulting Firms

Creating a Successful Consulting Practice Gary W. Randazzo, 2018-08-23 Starting with understanding the types of consulting projects and how they originate, this book shows the reader how to develop networks that can play an important role in generating prospects for consulting projects. The reader is given the steps of identifying the objective of a project, establishing the project's scope and deliverables, how to insure a successful consulting engagement by having early agreement between the consultant and the client on the process, the deliverables, the timetable and the cost of the project. The author introduces a process that will guide consultants through the steps of generating a project strategy, tactics and execution plan, and how to present recommendations to the client. Finally, this book will provide insights and guidance on how to build a thriving practice through successful completion of individual consulting projects. The global consulting market was estimated to be \$251 billion U.S. dollars in 2016 and is projected to have steady growth through 2020. There is no better time to pursue a career in consulting and this book will be a useful guide for consultants both established and aspiring.

The Complete Book of Consulting Bill Salmon, Nate Rosenblatt, 1995

Odyssey --The Business of Consulting Imelda K. Butler, Shayne Tracy, 2015-05-14 This book provides consultants with a career framework to build, grow, and transform their consulting businesses by becoming brilliant at the basics. The Odyssey process challenges current thinking and offers a methodology to help readers rise to the top of the profession by applying leading-edge techniques and methodologies. An ideal companion to the Odyssey Consulting Institute's suite of learning materials, this book details a proven system designed for consultants who want to work at the highest levels and achieve greater rewards. The consultant's growth path outlined in the book demonstrates how a successful consultant builds a sustainable career by working through the Odyssey process. Explaining what consultants must do to join the top 10 percent of the profession and be rewarded accordingly, this book delivers both the tools and the confidence to develop powerful relationships with the right people and drive greater value-based revenue.

How to Get a Job in Consulting Stephen Pidgeon, 2013 The goal of this book is to help you get a job with a top management consulting company. Its primary audience is current and prospective MBA students, although it should also be very useful to anyone going through one of the other channels into consulting, including undergraduate recruiting and experienced hires. It gives candidates an in-depth, insider look at the entire process of recruiting, including how to get the most out of on-campus events, how to network, how to prepare for interviews, and how to succeed in interviews. Why should you listen to me (or buy this book)? I believe I'm in a fairly unique situation that gives me a lot of insight into consulting recruiting. I've been through it as a student, a consultant, and now a career coach at Tuck, a top Business School, where it's my job to counsel students and help

them get their dream consulting job. Each year I provide personal counseling and coaching to over a hundred students who are trying to get a job in consulting. Many of the students I've counseled are now working at top consulting companies like McKinsey, Bain and BCG or are headed there soon. I also work closely with recruiters to help them achieve their goal of hiring the best candidates. Part of my job is to understand the nuances between firms, and to keep abreast of how each firm runs its recruiting and interviewing process. I do this by maintaining close relationships with both senior consultants and recruiting staff at each firm and regularly talking with them about these issues.

How to Make It Big as a Consultant William A. COHEN Ph.D.,2009-06-03 Getting started in consulting can be a tricky prospect. How much should you charge? What type of language should exist in the contract? How can you find clients? Written by a veteran consultant with hundreds of consulting engagements to his credit, *How to Make it Big as a Consultant* is filled with detailed advice on every aspect of starting up and maintaining a highly lucrative consulting career. The book helps readers: • get a handle on the legal, tax, and insurance issues involved in setting up and running the business • understand what clients really need • create the structure for an assignment (proposals, pricing, contracts, scheduling) • market the business • solve clients' problems using the Harvard Case Study Method Completely updated and revised throughout, the fourth edition features new chapters on developing strategies for clients, leading consulting teams, and more. This trusted guidebook will help any aspiring reader become the kind of outstanding consultant that clients will turn to again and again.

The McKinsey Way Ethan M. Rasiel,1999-02-22 If more business books were as useful, concise, and just plain fun to read as THE MCKINSEY WAY, the business world would be a better place. --Julie Bick, best-selling author of ALL I REALLY NEED TO KNOW IN BUSINESS I LEARNED AT MICROSOFT. Enlivened by witty anecdotes, THE MCKINSEY WAY contains valuable lessons on widely diverse topics such as marketing, interviewing, team-building, and brainstorming. --Paul H. Zipkin, Vice-Dean, The Fuqua School of Business It's been called a breeding ground for gurus. McKinsey & Company is the gold-standard consulting firm whose alumni include titans such as In Search of Excellence author Tom Peters, Harvey Golub of American Express, and Japan's Kenichi Ohmae. When Fortune 100 corporations are stymied, it's the McKinsey-ites whom they call for help. In THE MCKINSEY WAY, former McKinsey associate Ethan Rasiel lifts the veil to show you how the secretive McKinsey works its magic, and helps you emulate the firm's well-honed practices in problem solving, communication, and management. He shows you how McKinsey-ites think about business problems and how they work at solving them, explaining the way McKinsey approaches every aspect of a task: How McKinsey recruits and molds its elite consultants; How to sell without selling; How to use facts, not fear them; Techniques to jump-start research and make brainstorming more productive; How to build and keep a team at the top its game; Powerful presentation methods, including the famous waterfall chart, rarely seen outside McKinsey; How to get ultimate buy-in to your findings; Survival tips for working in high-pressure organizations. Both a behind-the-scenes look at one of the most admired and secretive companies in the business world and a toolkit of problem-solving techniques without peer, THE MCKINSEY WAY is fascinating reading that empowers every business decision maker to become a better strategic player in any organization.

The Secrets of Consulting Gerald M. Weinberg,1985 The Secrets of Consulting--techniques, strategies, and first-hand experiences--all that you'll need to set up, run, and be successful at your own consulting business.

Getting Started in Consulting Alan Weiss,2019-04-02 The definitive guide to getting out of the office and getting into consulting *Getting Started in Consulting*, Fourth Edition is the acclaimed real-world blueprint to professional and financial freedom. For nearly two decades, this invaluable resource has helped thousands of people quit the daily grind and become their own boss. This practical and motivational guide provides the tools and knowledge to control your future and secure your fortune. From establishing goals and sorting out the legal and financial paperwork, to advanced marketing strategies and relationship building techniques, this indispensable book offers step-by-step instructions for you to establish and grow your own consultancy business. This extensively revised and updated fourth edition includes new and expanded coverage on topics including utilizing informal media, changes in legal and financial guidelines, key distinctions of wholesale and retail businesses, and much more. Author Alan Weiss delivers expert advice on how to combine minimal overhead with optimal organization to produce maximum income. Every step in the process is clearly explained, including financing, marketing, bookkeeping, establishing your fees, and more. This guide is a comprehensive, one-stop source for everything you need to prosper in the rapidly expanding world of private consultancy. Adopt a pragmatic and profitable strategy to achieve incredible results from your consultancy business Learn to identify and address the most commons issues facing your prospects and clients Leverage technology to reduce labor, maximize profitability, and increase discretionary time Access sample budgets, case studies, references and appendices, downloadable tools and forms, and online resources The modern business landscape presents unique opportunities for those willing to take the leap from corporate offices to home offices. *Getting Started in Consulting*, Fourth Edition is the must-have guide for anyone seeking to cut their own path to their own consulting business.

How to Get Into the Top Consulting Firms Tim Darling,2009

Maximizing the Value of Consulting Jack J. Phillips, William D. Trotter, Patricia Pulliam Phillips, 2015-06-15 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.

Building A Successful Consulting Practice (In Action Case Study Series) Patricia Pulliam Phillips, 2023-05-26 Consulting is one of the fastest growing occupational groups in business today. For many talented individuals around the world, starting a consulting practice offers great opportunity for income growth and job satisfaction. Yet, consulting does have its unique set of challenges including lack of professional respect from potential clients and a high business failure rate. This book, Building a Successful Consulting Practice, will be helpful to anyone starting down this exciting and challenging road. It presents 12 case studies that analyze the success of consulting organizations. This book focuses particularly on small consulting practices, and specifically on those consulting practices closely related to the field of human resource development. You will find value in this book no matter where you are in the process of starting or running a consulting practice. No matter how you plan to use this book, the impressive group of contributors represented in this collection of case studies will be invaluable as you work to achieve your own level of success in the consulting business.

Getting Started in Consulting Alan Weiss, 2009-03-16 THE UNBEATABLE, UPDATED, COMPREHENSIVE GUIDEBOOK FOR FIRST-TIME CONSULTANTS GETTING STARTED IN CONSULTING More people than ever are making the jump from corporate offices to home offices, taking control of their futures, being their own bosses, and starting their own consultancies. Consulting is a bigger business than ever and growing every day. For almost a decade, Alan Weiss's Getting Started in Consulting has been an indispensable resource for anyone who wants to strike out on his own and start a new consulting business. It provides a rich source of expert advice and practical guidance, and it shows you how you can combine low overhead and a high degree of organization to add up to a six- or even seven-figure income. You'll learn everything you need to know about financing your business, marketing your services, writing winning proposals, meeting legal requirements, setting fees, keeping the books, and much more. This new Third Edition of Getting Started in Consulting is more comprehensive, up to date, and practical than ever. In addition to the nuts-and-bolts basics, you'll also get a wealth of new information and resources: How to leverage new technologies to lower your business costs and increase your profits A budget sampler that shows you how best to maximize an initial start-up investment of \$5,000, \$10,000, or \$20,000 Free downloadable tools and forms to help you design and start your business quickly and easily New interviews with consultants who achieved rapid success, including their personal stories and most effective techniques Brand-new references, examples, and appendices If your dream in life is to get out of the office and out on your own, consulting is a great way to make it happen. Make sure you do it right—and do it profitably—with Getting Started in Consulting, Third Edition.

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