

Subsplash Consulting

Douglas Florzak

Official Gazette of the United States Patent and Trademark Office ,2007

Successful Independent Consulting Douglas Florzak,1999 Presents a clear road map for starting and maintaining a successful consulting business. Whether you are already a consultant or thinking about becoming one, this guide has everything you need. This book shows you how to: - Create a business plan - Set your rate - Select the legal form of your business - Set up retirement funding - Choose appropriate insurance - Market on the Internet - Understand basic record keeping Also included is a recommended resource list and sample worksheets to help you start and maintain your consulting business. If you are an experienced professional at a crossroads in your career, this book can point you in the right direction.

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.

Advanced Consulting Bill Pasmore,2020-03-20 This is the first book to address the specific needs

and challenges faced by high-level consultants, who work on very complex projects and must win the confidence of the most senior leaders in organizations. Advanced consulting requires both expertise and personal qualifications that are distinct from those needed in everyday consulting. Advanced consultants work with high-level executive teams on complex issues such as strategy, organizational design, merger integration, digital disruption, culture change, and system-wide transformation. While neophyte consultants are often given a playbook to follow, advanced consultants need to invent methods that take full advantage of the opportunities that their work with clients presents. There is an art to advanced consulting as well as a science; who you are is as important as what you do. Bill Pasmore draws on his four decades of experience as a consultant and teacher of consultants to show readers how to see possibilities that are not evident, conduct analyses that support the value of more comprehensive work, build relationships that engender deeper trust, adapt to changing circumstances, and empower members of their team to take independent actions while maintaining overall control of an engagement. Illustrated with vivid real-world examples and including a self-assessment to measure your progress, this book equips you to advance to more senior positions in your firm or to build a successful independent practice.

Killer Consulting Resumes WetFeet.com (Firm),2008

When to Hire or Not Hire a Consultant Linda M. Orr,Dave J. Orr,2014-03-01 When to Hire—or Not Hire—a Consultant:Getting Your Money's Worth from Consulting Relationships is a hands-on, practical guide for anyone thinking about hiring a consultant to set strategy, solve problems, increase profits or revenue, develop new products, open new markets, or improve efficiency. Consulting is one of the fastest growing professions in the United States. According to the U.S. government, there were 719,000 consultants in the U.S. in 2010, and you can expect an

additional 274,000 by 2020. Cloaked in “expert” status, consultants might seem to be the answer to many business problems. You call someone in to solve a particular problem or develop new markets, then send them away once the job is done—while reaping the benefits of their expertise. Consultants sometimes do work miracles, but once in a while they wreck a healthy business. And far too often, the benefits gained by calling in consultants disappear far too soon after they leave. Yet as return on investment (ROI) and accountability for results become bigger and bigger issues, business professionals in search of answers to performance or strategy challenges are turning more and more to outside guidance for help. Indeed, few businesses do not use some kind of consultant at some point in their existence. But how can you leverage the skills consultants can bring to the table without adding undue risk to your operations? How can you effectively manage the consultant relationship to get the greatest benefit for the least cost? What metrics can support your decision to hire—or not hire—a consultant? When should you use home-grown talent to solve problems instead? That’s what this book is all about. While there are a multitude of books on how to be a consultant, this is the first to help an executive determine when to hire one. You will learn strategies to decide when a consultant is needed and how to support that decision with hard evidence, how to select the right consultant, how to set clear expectations, and how to know when a consultant is either a valuable resource or a hindrance to the company’s success. The authors of this book bring together two opposing perspectives. Linda Orr has served as a consultant in many companies and situations, while Dave Orr has hired consultants many times. Together, they can help you make the most strategically and financially sound business decisions. This books shows you how to: Work through ROI and other issues to support a decision to hire a consultant. Maximize the benefits consultants can provide. Explore options other than hiring a consultant.

The Flawless Consulting Fieldbook and Companion Peter Block, Andrea

Markowitz, 2012-03-21 Don't venture into the consulting field without this essential Fieldbook & Companion! Following on the heels of the best-selling Flawless Consulting, Second Edition comes The Flawless Consulting Fieldbook and Companion. Whether you work as a consultant or you work with consultants, this relentlessly practical guide will be your best friend as you discover how consulting influences your business- and real life-decisions and those of others. The Flawless Consulting Fieldbook and Companion is packed with: Sample scenarios Case studies Client-consultant dialogues Hands-on tools Action plans Implementation checklists Wow! A companion a business owner can't be without! The insights of 30 consultants the caliber of Peter Block is priceless. --Sue Mosby, principal, CDFM2 Architecture Inc. This book is a companion piece for both the desktop and bedside of those who do consulting full time or in their role as leader. I plan to keep this book close to me to both guide and inspire my work. --Phil Harkins, president, Linkage, Inc.

Consulting for PhDs, Lawyers, and Doctors WetFeet, 2008

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.

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 tripartite relationship is equally significant in the successful engagement. --Elizabeth Ann Kovacs, President & CEO, Association of Management Consulting Firms

Flawless Consulting Peter Block, 2011-03-15 This Third Edition to Peter Block's *Flawless Consulting* addresses business changes and new challenges since the second edition was written ten years ago. It tackles the challenges next-generation consultants face, including more guidance on how to ask better questions, dealing with difficult clients, working in an increasingly virtual world, how to cope with complexities in international consulting, case studies, and guidelines on implementation. Also included are illustrative examples and exercises to help you cement the guides offered.

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

Successful Consulting Fred Fisher, Peggy Fisher, 2005-09 Success as a consultant is not the result of spontaneous combustion. It takes hard work, dedication, and perseverance. *Successful Consulting: Mastering the Five Challenges that can Make or Break you as an Independent Consultant* is the fuel to get aspiring and struggling consultants fired up and on their way to success. Authors and consultants Fred and Peggy Fisher detail five critical challenges that need to be conquered in order to build a successful consulting business. They include the following: Personal and professional readiness factors The financial reality of selling your skills and knowledge one day at a time Putting together a successful marketing and business development plan Honing a wide range of interpersonal, group, and technical communication skills Building sustainable client

relationships Using their unique experiences in the profession, Fred and Peggy guide you through the process step-by-step. *Successful Consulting: Mastering the Five Challenges that can Make or Break you as an Independent Consultant* will help you discover your potential and tap your inner consultant. Don't wait another moment-achieve your consulting dreams today!

The Practice of Professional Consulting Edward G. Verlander, 2012-09-28 The Practice of Professional Coaching Change is the life-blood of consulting just as organizations endure only through successful change. The reality of this mutual need lies at the heart of what consulting is all about. Consultants solve problems created by the powerful forces of change in an organization's environment and in so doing, create change themselves. *The Practice of Professional Consulting* is a comprehensive examination of what has been called the world's newest profession. In this practical resource Edward Verlander offers an overview of the industry and includes the most useful processes, tools, and skills used by successful consultants to produce solutions for their clients. The book also reveals why consulting is a growing and attractive career option. The best practices used by leading consulting firms are included in the book as well as the capabilities skillful consultant use in each stage of engagement. Verlander also recommends ways to ensure a consultant can solve a client's problems in a systematic, professional way. At the very heart of the book is the emphasis he puts on what is needed to become a truly trusted consultant. Filled with a wealth of must-have information from a wide range of consulting professionals, the book includes: a model of the consulting cycle; a diagnostic instrument for assessing consulting roles; ideas of how to develop political intelligence to navigate client organizations; tools for managing consulting meetings, risk assessment, and skills transfer; techniques in communications, emotional intelligence, presentations, and listening; and much more. Written for anyone wishing to start a consulting

business, new employees at established consulting firms, facilitators of consulting training programs, and faculty at business schools, this important resource provides an easy way to understand the stages, roles, and tasks of consulting found in any type of consulting and it provides simple and easy-to-use techniques and templates for implementation.

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.

Getting the Most Out of Your Consultant Gordon W. Fuller, 1998-07-13 Consultants are a dominant force in the business world. At their best, they can pinpoint a company's shortcomings and suggest improvements-but many executives and managers do not know how to work with consultants in the most efficient and profitable ways. Let a corporate executive-turned-advisor explain about Getting the Most Out of Your Consultant, with solid advice on how to select, hire, and build a constructive relationship with a consultant.

Killer Consulting Resumes ,2000

25 Top Consulting Firms WetFeet (Firm),WetFeet,2008

Consulting is More Than Giving Turner,1982

The Flawless Consulting Fieldbook & Companion Peter Block,2024-02-28 The perfect resource for consultants, updated for a transformed and rapidly evolving market In the newly revised second edition of the Flawless Consulting Fieldbook, best-selling author and consultant Peter Block delivers an invaluable companion to the fourth edition of his popular Flawless Consulting: A Guide to Understanding Your Expertise. In the book, you'll find an expansive toolkit you can draw on for information and guidance in the midst of your next consulting engagement. It's a just-in-time literary aid that you can read from front-to-back, or one you can grab and skip to a specific thread or theme you need to read about right now. In the book, you'll discover: How the flawless consulting skills are being applied in a wide variety of situations by people with unique and different ways of bringing their gifts in the world. Just like you. How to act on what you know to use a variety of approaches to create experiences aligned with your intent and strategy How to view resistance as an ally instead of a problem to be solved or overcome. An invaluable collection of resources for consultants everywhere, Flawless Consulting Fieldbook, 2nd edition will rapidly become your most used and dog-eared reference for everyday consulting engagements.

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