

The Consultants Handbook A Practical Guide To Delivering High Value And Differentiated Services In A Competitive Marketplace

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The Consultant's Handbook introduces the essential practical skills required to consult and make sharp, well-prepared interactions in a wide range of business situations. Based upon his 20 years of experience in international consulting, Samir Parikh outlines a set of simple practices that you can apply straight away.

The Consultant's Handbook: A Practical Guide to Delivering ...

The Consultant's Handbook: A Practical Guide to Delivering High-value and Differentiated Services in a Competitive Marketplace by Samir Parikh is another good read for me using the blinkist app I have always wanted to be a consultant, so I was excited when I began my career as a trainee engineer and resident consultant on a multi-billion naira building construction project (this was an intern) in which a bank was the client.

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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

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The Consultant's Handbook: A Practical Guide to Delivering ...

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 is a practical guide full of tips and how-to's for college students, existing consultants, and those interested in the lucrative field of consulting. The Consultant's Handbook contains basics for entry into the field and getting a foot in the door. It gives advice on gaining experience in an experienced-only-need-apply industry; keys to success and failure; and tips on working at home, relationships, and traveling. The Consultant's Handbook offers a unique glimpse into the consulting world along with actual stories from the consulting trenches. Offering discussions on the good, the bad, the ugly, what works, what doesn't work, travel considerations, and a look at the contents of a typical consultant's tool bag, this book is a must-have for consultants or potential consultants everywhere. Written by a former Principal Consultant with over twenty-five years in Information Technology, Systems Integration, and Business consulting, The Consultant's Handbook offers great practical advice for a successful career and maneuvering in the consulting world.

Whether you ' re a beginner just starting up a consulting practice, or a veteran looking for ways to invigorate your existing business, An Insider ' s Guide to Building a Successful Consulting Practice is an invaluable resource. Featuring real stories from consultants in diverse industries, the book offers simple yet powerful ways to: Identify a market and narrow your focus • Make a smooth transition from employee to independent consultant • Sell effectively even if you ' ve never sold before • Establish visibility through speaking, writing, and networking • Build credibility by leveraging the credibility of others • Set prices based on value • Develop a marketing strategy and divide your time between marketing and delivering your services • Keep plenty of work in your pipeline • Adapt and thrive in any market condition • And much more Complete with the results of an original survey of 200 successful independent consultants, this handy guide provides the kind of real-life advice you need to build a thriving business.

Be your own consultant! Based on years of experience working with SharePoint for Fortune 500 companies and national clients, the SharePoint 2010 Consultant's Handbook is a summary of field guides and best practices for planning, installing, customizing and using SharePoint 2010. It's derived from the internal training and education offered to consultants, and is now available to you. The Second Edition is almost all new content - building on the first edition coverage of Managed Metadata. You'll find information on business intelligence, architecture, installation, upgrade, Office 365, SQL Server 2012 "Denali", and Service Pack 1.

A compendium of essential information for the modern security entrepreneur and practitioner The modern security practitioner has shifted from a predominantly protective site and assets manager to a leading contributor to overall organisational resilience. Accordingly, The Security Consultant's Handbook sets out a holistic overview of the essential core knowledge, emerging opportunities and approaches to corporate thinking that are increasingly demanded by employers and buyers in the security market. This book provides essential direction for those who want to succeed in security, either individually or as part of a team. It also aims to stimulate some fresh ideas and provide new market routes for security professionals who may feel that they are underappreciated and overexerted in traditional business domains. Product overview Distilling the author ' s fifteen years ' experience as a security practitioner, and incorporating the results of some fifty interviews with leading security practitioners and a review of a wide range of supporting business literature, The Security Consultant ' s Handbook provides a wealth of knowledge for the modern security practitioner, covering: Entrepreneurial practice (including business intelligence, intellectual property rights, emerging markets, business funding and business networking)Management practice (including the security function ' s move from basement to boardroom, fitting security into the wider context of organisational resilience, security management leadership, adding value and professional proficiency)Legislation and regulation (including relevant UK and international laws such as the Human Rights Act 1998, the Data Protection Act 1998 and the Geneva Conventions)Private investigations (including surveillance techniques, tracing missing people, witness statements and evidence, and surveillance and the law)Information and cyber security (including why information needs protection, intelligence and espionage, cyber security threats, and mitigation approaches such as the ISO 27001 standard for information security management)Protective security (including risk assessment methods, person-focused threat assessments, protective security roles, piracy and firearms)Safer business travel (including government assistance, safety tips, responding to crime, kidnapping, protective approaches to travel security and corporate liability)Personal and organisational resilience (including workplace initiatives, crisis management, and international standards such as ISO 22320, ISO 22301 and PAS 200) Featuring case studies, checklists and helpful chapter summaries, The Security Consultant's Handbook aims to be a practical and enabling guide for security officers and contractors. Its purpose is to plug information gaps or provoke new ideas, and provide a real-world support tool for those who want to offer their clients safe, proportionate and value-driven security services. About the author Richard Bingley is a senior lecturer in security and organisational resilience at Buckinghamshire New University, and co-founder of CSARN, the popular business security advisory network. He has more than fifteen years ' experience in a range of high-profile security and communications roles, including as a close protection operative at London ' s 2012 Olympics and in Russia for the 2014 Winter Olympic Games. He is a licensed close protection operative in the UK, and holds a postgraduate certificate in teaching and learning in higher education. Richard is the author of two previous books: Arms Trade: Just the Facts(2003) and Terrorism: Just the Facts (2004).

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.

"Management Consultancy" is the definitive reference guide for all management consultants. It covers all aspects of the management consultants role and provides: guidelines on best practice, expert contributions, helpful case studies, and a complete overview of the industry. This title explores the principles behind the application of specialized management techniques to the consultancy process. It also seeks to promote an understanding of the dynamics of the client-consultant relationship. Comprehensive in its coverage and full of practical advice, techniques and useful information, it is of equal value to the MBA student, sole practitioner or professional in a large multi-national consultancy. This title is also the recommended reading for students on the MSc in Management Consultancy.

A pragmatic guide to a growing area of professional practice, this book describes the multiple roles of the trial consultant and provides tools for carrying them out competently and ethically. Leading authority Stanley Brodsky uses examples from actual trials and depositions to illustrate how knowledge and skills from psychology and related fields are applied in the legal context. He shows how to use scientific methods and findings to assist with jury selection, help attorneys focus their arguments, prepare witnesses for the rigors of cross-examination, and conduct change of venue evaluations. The examples are drawn from a wide range of civil and criminal cases. In addition to behavioral scientists, legal professionals also will find important insights and strategies in this book.

Are you an internal consultant -- someone who is a permanent employee and staff member, yet serves in a consultative role within your organization? Then you need this hands-on, practical guidebook to help you better understand your role and improve your performance, whether you re a change agent, trusted advisor, or someone who serves in varying capacities. Just like an external consultant, it s important to design your job, develop a formal agreement, and build your practice. Consulting on the Inside provides a solid background for internal consultants, and serves as a roadmap for cultivating a successful career.

Get to know Microsoft's next generation web collaboration system - SharePoint 2013. Based on years of experience working with SharePoint for Fortune 500 companies and national clients, the SharePoint 2013 Consultant's Handbook is a summary of field guides and best practices for planning, installing, customizing and using SharePoint 2013. It's derived from the internal training and education offered to consultants, and is now available to you. You'll find introductions to some of SharePoint 2013's newest and greatest features, along with well-established best practices for using SharePoint - including Managed Metadata, business intelligence, architecture, installation, upgrade, Office 365, SQL Server 2014, and the newest Power BI features.