

FULLY REVISED AND UPDATED SECOND EDITION

THE CONSULTANT'S SCORECARD

**TRACKING ROI
AND BOTTOM-LINE IMPACT OF
CONSULTING PROJECTS**

**6 KEY
PERFORMANCE
MEASURES
FOR
CONSULTANTS**

A CONSULTANT'S GUIDE
*to proving the value of your
work to clients*

A CLIENT'S GUIDE
*to keeping consultants
accountable*

JACK PHILLIPS, Ph.D., and PATRICIA PULLIAM PHILLIPS, Ph.D.
*Authors of *The Consultant's Guide to Results-Driven Business Proposals**

Consultants Scorecard

Jack Phillips



Consultants Scorecard:

The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects Jack Phillips, 1999-12-01

Based on innovative methods that have worked for leading companies including ATandT Compaq and Bristol Myers Squibb this book contains checklists tables and charts to help the reader isolate each critical area of the consulting project

Illustrations **The Consultant's Scorecard, Second Edition: Tracking ROI and Bottom-Line Impact of Consulting Projects** Jack Phillips, Patti Phillips, 2010-12-13 Whether yours is a small one person hop or a large mega consulting powerhouse the revised edition of The Consultant s Scorecard helps you move past the same old promises and provide cold hard proof of success which you must offer if you want to compete in today s fiercely competitive and fast growing consulting industry Jack and Patti Phillips have fully updated their authoritative work to put you in the best possible position to sell your services to clients who demand proof of unmistakable financial value On the flipside this book helps clients determine the validity of prospective consultants promises and track progress after hiring The Consultant s Scorecard offers simple data collection techniques for measuring the value of a project in six key areas Client satisfaction New knowledge and skills acquired by the client Successful project implementation Business unit impact Return on investment Intangible benefits In addition to enabling you to measure your contribution this process provides a framework you can use to focus on results throughout the consulting intervention The key concept in any consulting project today is accountability Senior managers are being held more and more accountable for the consulting fees they pay out so they re requiring more accountability from consultants The Consultant s Scorecard helps both parties involved in the process form rocksolid measurements of the value of any project PRAISE FOR THE PREVIOUS EDITION OF THE CONSULTANT S SCORECARD Jack Phillips s unique approach to measuring the return on investment of consulting makes The Consultant s Scorecard a must read for anyone involved in the consulting process Stephen R Covey author of the bestseller The 7 Habits of Highly Effective People Consulting clients are demanding more and more assurance that the large fees they pay will bring measurable results to their organizations The Consultant s Scorecard is the tool you need to create effective impact and ROI statements for every project proposal you submit Consultants and ROI experts Jack and Patti Phillips show how to measure and report value results and impact to dramatically expand your business The Consultant s Scorecard includes Examples of successful projects Important trends and timely issues Downloadable tools provided online Expansive self assessment checklist Templates for easy use The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects Jack J. Phillips, 1999-12-22 Measure the business impact and return on investment of any consulting project Consulting clients want to know that hte large fees they pay will bring measurable results to their organization and successful consultants work hard to communicate the value of their work to clients The problem is both consultants and clients have been frustrated by the lack of rigorous methods for measuring the impact of the consultant s work The Consultant s Scorecard offers solutions to this accountability crisis in the

consulting profession by explaining how consultants can prove the value of their work to clients Just as important the book explains how clients can and should hold their consultants accountable for delivering measurable results Written for both consultants and clients The Consultant s Scorecard offers simple data collection techniques to help consultants in any industry measure the value of their work for clients in six key areas client satisfaction new knowledge and skills acquired by the client successful project implementation business unit impact return on investment intangible benefits The Consultant s Scorecard is the first book to present a comprehensive practical approach to showing the bottom line of consulting Using proven techniques supported b examples from leading companies six key measures are developed to show the complete impact of consulting including measuring ROI This balanced approach to measurement is essential for consultants who want ot show the value of their interventions and for clients who want to hold their consultants accountable for delivering measurable results Jack Phillips unique approach to measuring the return on investment of consulting makes The Consultant s Scorecard a must read for anyone involved in the consulting process Stephen R Covey author of the No 1 best seller The Seven Habits of Highly Effective People

The Consultant's Scorecard, Second Edition: Tracking ROI and Bottom-Line Impact of Consulting Projects Jack J. Phillips,Patti Phillips,2010-12-31 Whether yours is a small one person hop or a large mega consulting powerhouse the revised edition of The Consultant s Scorecard helps you move past the same old promises and provide cold hard proof of success which you must offer if you want to compete in today s fiercely competitive and fast growing consulting industry Jack and Patti Phillips have fully updated their authoritative work to put you in the best possible position to sell your services to clients who demand proof of unmistakable financial value On the flipside this book helps clients determine the validity of prospective consultants promises and track progress after hiring The Consultant s Scorecard offers simple data collection techniques for measuring the value of a project in six key areas Client satisfaction New knowledge and skills acquired by the client Successful project implementation Business unit impact Return on investment Intangible benefits In addition to enabling you to measure your contribution this process provides a framework you can use to focus on results throughout the consulting intervention The key concept in any consulting project today is accountability Senior managers are being held more and more accountable for the consulting fees they pay out so they re requiring more accountability from consultants The Consultant s Scorecard helps both parties involved in the process form rocksolid measurements of the value of any project PRAISE FOR THE PREVIOUS EDITION OF THE CONSULTANT S SCORECARD Jack Phillips s unique approach to measuring the return on investment of consulting makes The Consultant s Scorecard a must read for anyone involved in the consulting process Stephen R Covey author of the bestseller The 7 Habits of Highly Effective People Consulting clients are demanding more and more assurance that the large fees they pay will bring measurable results to their organizations The Consultant s Scorecard is the tool you need to create effective impact and ROI statements for every project proposal you submit Consultants and ROI experts Jack and Patti Phillips show how to measure

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Balanced Scorecards and Operational Dashboards with Microsoft Excel Ron Person, 2010-08-26 Created in Excel balanced scorecards enable you to monitor operations and tactics while operational dashboards is a set of indicators regarding the state of a business metric or process both features are in high demand for many large organizations This book serves as the first guide to focus on combining the benefits of balanced scorecards operational dashboards performance managements and data visualization and then implement them in Microsoft Excel Balanced Scorecard Success: The Kaplan-Norton Collection (4 Books) Robert S. Kaplan, David P. Norton, 2015-12-22 This collection highlights the most important ideas and concepts from Robert S Kaplan and David P Norton authors of The Balanced Scorecard a revolutionary performance measurement system that allows organizations to quantify intangible assets such as people information and customer relationships Also included are Strategy Maps which enables companies to describe the links between intangible assets and value creation with a clarity and precision never before possible The Execution Premium which describes a multistage system to help companies to gain measurable benefits from carefully formulated business strategy and The Strategy Focused Organization which introduces a new approach to make strategy a continuous process owned not just by top management but by everyone **Inside Political Campaigns** Gary A. Copeland, Karen S. Johnson-Cartee, 1997-04-22 As Dan Nimmo notes in his introduction Inside Political Campaigns endeavors to trace the sources of professional campaign wizardry by encapsulating the theories and concepts that practitioners and scholars alike claim to guide and rationalize consultants magical weaving of strategies tactics and techniques into a winning tapestry of political communication This study presents the theoretical areas political communication consultants draw upon in making strategic and tactical

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