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vocación profesional que conlleva una gran responsabilidad pero también la gran satisfacción de poder ayudar a las organizaciones a quienes all trabajan y a sus familias Hay quienes suponen que ser consultor implica ser un regador o alguien que cobra por decirte que está mal afortunadamente es un mito que se desmiente cuando el consultor ejerce su función como un verdadero agente de cambios un inspirador un visionario que ayuda a la empresa a alcanzar ese potencial que con su visión neutral puede ver Es normal encontrar también personas que argumentan que contratar consultor es costoso Si bien es una realidad que hay colegas que facturan a cambio de decir lo obvio de repetir lo que se puede leer en revistas o libros universitarios o que piensan que lo que funciona en una empresa automáticamente funciona en otras también hay otros afortunadamente la mayoría cuya labor representa una verdadera inversión ya que si bien el consultor tiene el derecho a un ingreso como el de todo profesional de alta gama los beneficios para la empresa derivados de su labor superan con creces su pago Ser un consultor exitoso presenta desafíos tales como la capacidad de ser autogestionado dado que temas como vacaciones pagadas días festivos fondo de ahorro o antigüedad son aspectos que debe aprender a gestionar por sí mismo además de otros retos como el dejar de lado la seguridad de un ingreso constante salvo los casos perfectamente aceptables también que hacen de la consultoría una actividad de fines de semana Mantenerse actualizado y estar abierto al aprendizaje bajo una actitud de humildad es otra de las características de un buen representante de la consultoría Nuevas herramientas nuevos desafíos nuevas generaciones llevan a un buen consultor a convertirse en un amante del aprendizaje y la adquisición de nuevas habilidades Además de lo anterior un consultor de éxito sabe que para dar algo primero debes tenerlo por lo que está consciente de que debe empezar consigo mismo el proceso de mejora continua para poder predicar con el ejemplo ser congruente con lo que dice y lo que hace y así inspirar a otros La labor de la consultoría en ocasiones puede ser un camino solitario lo que demanda también saber cómo cuidarse física mental y emocionalmente por lo que un programa de autocuidado es parte de las competencias que se suman a la lista de habilidades que tan loable profesión demanda Por último y no menos importante la consultoría presenta el desafío de saber cómo promoverse es necesario saber cómo dejarse encontrar sin que esto implique estar ofreciendo donde no lo llaman bajo una imagen profesional y congruente Te invito a continuar con la lectura de este libro con la promesa de que en los capítulos que lo conforman encontrarás años de experiencia acumulada compartida sin ningún celo profesional y con la idea de contribuir en la formación de los actuales y futuros consultores Es un gusto darte la bienvenida a este camino de aprendizaje Dr Juan Pablo Aguilar Presidente ejecutivo 2021-2025 Red Internacional de consultores Criterio ,1989 **Mercado** ,1999 **Competencia** ,1989 **Desarrollo de negocios** Habib Chamoun-Nicolás,2002 Qué pasa ,2001-04 *Apertura comercial, experiencia Chilena* Sergio de la Cuadra, Dominique Hachette,1992 **Boletín judicial** ,1982

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