

# How to become a successful consultant

– 5 traits that  
make a difference



# How To Become A Successful It Consultant

**D. Remenyi**



## **How To Become A Successful IT Consultant:**

**How to Become a Successful IT Consultant** D. Remenyi, 2003 This book takes the IT professional through all the key issues which have to be understood and explains how to optimize your chances of developing a long term IT consulting business of your own This practical book explains what is involved in setting up your own business as an IT Consultant It explains the opportunities involved and gives practical advice as to how to take advantage of them The book looks at the full range of issues concerned with getting started and maintaining your business and gives practical guidelines about how to face the many challenges which you will encounter if you leave your job and set up on your own Amongst the many issues involved this book specifically addresses how to find clients how to get more business and the opportunities areas available how to price your services the funding you will require how to plan your consulting assignments And much more

**How to be a Successful Computer Consultant** Alan R. Simon, 1994 Designed for computer professionals who want to start develop and expand their consulting business the third edition of this guide includes new material on object orientated technology integrated software development tools CASE networking standards and alternative architectures

[A Guide to Successful Consulting](#) Steven C. Stryker, 2011-06-16 Many consultants are forced to learn the basic principles and techniques of consulting on the job Even though this lack of preparation can lead to several problems that could be avoided there are few practical resources available to guide the new consulting professional to an understanding of what is required for a successful consulting practice In [A Guide to Successful Consulting](#) author Steven C Stryker presents an essential introduction to the fundamental concepts and tools of the successful consultant This book describes through a comprehensive approach that unites theory and practice consulting principles for all those wishing to expand their abilities to initiate and implement organizational change It lays the groundwork for the perceptive handling of each assignment through the integration of knowledge experience and instinct It thoroughly examines the major aspects of a consulting assignment along with the required practical skills and techniques Explanatory graphics and case studies based on real world examples abound to ensure that ideas can become roadmaps to developing important consulting tools Take away checklists and tables of useful information provide a practical way for consultants to review and apply the necessary knowledge for successful practice This book enables aspiring consulting professionals to have a better grasp of the environment and challenges of the practice of professional consulting today

**An Insider's Guide to Building a Successful Consulting Practice** Bruce L. KATCHER Ph.D., 2010-03-15 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

**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

*How to be a Successful Computer Consultant* Alan R. Simon, 1998 Outlines the career survival skills and technological know how you need to be a consultant expert sought after by corporations

**Science** John Michels (Journalist), 1916 A weekly record of scientific progress

**How to Create & Market a Successful Seminar Or Workshop** Howard L. Shenson, 1981

**New York Court of Appeals. Records and Briefs.** New York (State)., *The Executive's Guide to Consultants: How to Find, Hire and Get Great Results from Outside Experts* David Fields, 2012-10-23 Maximize Your Return on Expertise Research shows a high proportion of consultants fail to deliver results on time on budget and on target Rare is the project that exceeds your expectations But help is here The Executive's Guide to Consultants explains how to ensure that every project delivers measurable benefits every time This book will help you find experts invest wisely accelerate change and achieve your most important goals by tapping into the genius of others The Executive's Guide to Consultants contains breakthrough ideas covered by no other book including Sophisticated new contract structures that maximize your ROI Essential methods for reducing project risk Cutting edge techniques for making change stick after the consultant leaves You will also learn to Spot chameleons and other low quality consultants who peddle tired ideas and deliver disappointing outcomes Get better results faster while lowering fees Find the ideal consultant coach agency or advisor for your precise situation Enforce accountability with outside experts and your own internal team Imagine if you could collect the wisdom of dozens of the country's top CEOs combine it with the experience of a hall of fame consultant and add a bucketful of unconventional thinking You'd have The Executive's Guide to Consultants Easy to read and packed with examples checklists templates and guidelines this book is the ultimate toolkit for maximizing your

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