



5 skills to be a successful consultant



How To Become A Successful It Consultant

Yijin Wang



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 Consultant* Don Matlock, 2019-06-01 Written in an easy to read style this work is suitable for anyone who operates as a consultant How to be a Successful Consultant contains strategies and techniques for increased success by focusing on key topics such as self promotion communication building credibility and building and maintaining relationships If you have decided to become an independent consultant you face two challenges being good at what you do and being good at bringing in the business You might be a management consultant an architect a writer a trainer an engineer a product placement expert a designer a stylist a musician a financial advisor a computer systems analyst or something else all occupations that require specific and different sets of skills However in every case you need another set of skills common to all knowing how to seek obtain and serve clients That's where this book comes in You'll find strategies and techniques to help you be more successful in here Its about planning building and maintaining relationships with your clients and prospects

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