



5 skills to be a successful consultant



How To Become A Successful It Consultant

Jianjun Gao



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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

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 **How to Make it Big as a Consultant** William A. Cohen, 2001 Over 70 000 copies in print It's the classic guide to success in the demanding world of consulting **Disruptive consulting: How to consistently earn \$850/hour as a consultant** Adriaan Brits, 2015-11-09 Disruptive consulting How I consistently earn 850 hour as a consultant A consulting career offers unrivalled freedom and flexibility Proliferated by the mindset of alliance rather than employment which has gripped the corporate world it has become an increasingly desired occupation for most professionals Today more than ever corporates are aware of the benefits consulting offers namely access to a fresh perspective and expertise without the need to commitment or to involve a new player in the intricate sensitive or political aspects of the organization It really is a win win to both the consultant and the client however many consultants are yet to find a strategy to make sure their diaries duly overbooked In this publication I am going to share with you how I consistently earn 850 hour as a solo consultant with clients

chasing me to fill up my diary Just as Amazon disrupted retail and Airbnb disrupted hotels this publication is about how to disrupt the consulting industry You will learn powerful effective hacks to obtain highly paid consultancy work It is therefore assumed that you are already competent and professional in your field but that you are lacking opportunities for consulting and need a proven way to make sure clients will chase you for business and not the other way around However in this publication we are not going to focus on how to become competent in your field how to behave properly and professionally towards clients or for that matter how to draw up a legal agreement It is therefore not intended as a guide for incompetent individuals to pretend that they are consultants and to get paid for it Neither is it intended as a guide on how to access large pots of government funding without reciprocating value The good news is that the following four activities does not form part of this proven strategy at all 1 Spending any money on advertising 2 Making any cold calls 3 Begging for referrals 4 Working as a slave for Facebook or any other social media platform to get noticed Since my background is in marketing I established a way of making my marketing activities self funded or as the CIA would call it living of the land In fact by the time a potential client contacts me most of the selling has already been done and it is more a matter of determining whether the client will be a good fit for me or not In all honesty whilst I have a MSC in Marketing and owned a few companies I would not go as far as to describe myself as the world s leading authority on consulting however I have developed one of the most innovative ways to ensure that my diary is ALWAYS full and that I can decline any work which I do not think is going to be a good fit The model that we are going to discuss is perfectly suitable for consultants in the areas of Business Finance IT Marketing Sales Security and a range of professions Whether you are a technical business or executive consultant the principles will still apply Please read my feedback on various digital channels before starting with the book Enjoy your newly found profession

How to Make It Big as a Consultant William A. COHEN Ph.D.,2009-06-03 Getting started in consulting can be a tricky prospect How much should you charge What type of language should exist in the contract How can you find clients Written by a veteran consultant with hundreds of consulting engagements to his credit How to Make it Big as a Consultant is filled with detailed advice on every aspect of starting up and maintaining a highly lucrative consulting career The book helps readers get a handle on the legal tax and insurance issues involved in setting up and running the business understand what clients really need create the structure for an assignment proposals pricing contracts scheduling market the business solve clients problems using the Harvard Case Study Method Completely updated and revised throughout the fourth edition features new chapters on developing strategies for clients leading consulting teams and more This trusted guidebook will help any aspiring reader become the kind of outstanding consultant that clients will turn to again and again **How to Open and Operate a Financially Successful Wedding Consultant and Planning Business** John N. Peragine,John N. Peragine, Jr.,2008 Book CD ROM The Association of Bridal Consultants estimates that billions are spent on weddings every year A good wedding consultant is of invaluable assistance to potential brides with no experience of the best and easiest way

of going about things Advice can be given on all aspects of a wedding including the gown accessories even down to childcare This manual will get you started on the right footing

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