

Flawless Consulting A Guide To Getting Your Expertise Used Third Edition

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Flawless Consulting: A Guide to Getting Your Expertise ...

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This Third Edition to Peter Block's Flawless Consulting addresses business changes and new challenges since the second edition was written ten years ago. It tackles the challenges next-generation consultants face, including more guidance on how to ask better questions, dealing with difficult clients, working in an increasingly virtual world, how to cope with complexities in international consulting, case studies, and guidelines on implementation.

Flawless Consulting: A Guide to Getting Your Expertise ...

Flawless Consulting: A Guide to Getting Your Expertise Used, 3rd Edition, is considered the "consultant's bible" and a landmark bestseller that explains how to deal effectively with clients, peers, and others.The third edition addresses new challenges since the second edition was written and explores what's on the minds of the "next generation" of consultants.

Flawless Consulting: A Guide to Getting Your Expertise ...

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Flawless Consulting (3rd ed.) by Block, Peter (ebook)

Flawless consulting: a guide to getting your expertise used /Peter Block; illustrated by Janis Nowlan.-2nd ed. p. cm. ISBN 0-7879-4803-9 (acid-free paper) 1. Business consultants. I. Title. HD69.C6 B571999 001'.023'73-dc21 99-6430 No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any

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The book also includes practical guidance on how to ask better questions, gives suggestions for dealing with difficult clients, and contains expanded guidelines on more engaging forms of implementation.Flawless Consulting includes two new examples, taken from health care and educational reform efforts, to show how consulting skills can be useful (and often transformative) in a broader context.

Flawless Consulting: A Guide to Getting Your Expertise ...

Flawless Consulting: A Guide to Getting Your Expertise Used. The second edition of the "consultant's bible" is here! For over fifteen years, consultants--both internal and external--have relied on Peter Block's landmark bestseller, Flawless Consulting, to learn how to deal effectively with clients, peers, and others.

Flawless Consulting: A Guide to Getting Your Expertise ...

"Flawless consulting" means being truthful, and giving as direct and straightforward responses as you can to all of your client's questions. There are three roles you can assume as a consultant, which we cover in the key lessons below.

Flawless Consulting Summary - Peter Block | PDF & Audiobook

For over fifteen years, consultants-both internal and external-have relied on Peter Block's landmark bestseller, Flawless Consulting, to learn how to deal effectively with clients, peers, and others. Using illustrative examples, case studies, and exercises, the author, one of the most important and well known in his field, offers his legendary warmth and insight throughout this much-awaited second edition.

Flawless Consulting: A Guide to Getting Your Expertise ...

Flawless Consulting includes two new examples, taken from health care and educational reform efforts, to show how consulting skills can be useful (and often transformative) in a broader context. These illustrative examples point the way for achieving changes for leadership in business, government, religion, human services, and more.

Flawless Consulting: A Guide to Getting Your Expertise ...

Flawless Consulting is a valuable read for not only consultants, but anyone who has to influence authority in their organization (hint: that's pretty much everybody in ITSM and/or BPM)....

Flawless Consulting: A Guide to Getting Your Expertise ...

This Third Edition to Peter Block's Flawless Consulting addresses business changes and new challenges since the second edition was written ten years ago. It tackles the challenges next-generation...

Flawless Consulting: A Guide to Getting Your Expertise ...

The set includes Flawless Consulting: A Guide to Getting Your Expertise Used, Second Edition and The Flawless Consulting Fieldbook and Companion: A Guide Understanding Your Expertise. About Flawless Consulting: For over fifteen years, consultantsboth internal and externalhave relied on Peter Block's landmark bestseller, Flawless Consulting, to

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Flawless Consulting: A Guide to Getting Your Expertise ...

Flawless Consulting Expanded Book Content The checklists and worksheets below are referenced within the book Flawless Consulting: A Guide to Getting Your Expertise Used. These checklists are designed for you, the consultant, to use for improving your relationship with the Client.

Expanded Book Content | Flawless Consulting

Whether you work as a consultant or you work with consultants, this relentlessly practical guide will be your best friend as you discover how consulting influences your business- and real life-decisions and those of others. The Flawless Consulting Fieldbook and Companion is packed with: Sample scenarios. Case studies.

The Flawless Consulting Fieldbook and Companion: A Guide ...

Following on the heels of the best-selling Flawless Consulting, Second Edition comes The Flawless Consulting Fieldbook and Companion. Whether you work as a consultant or you work with consultants, this relentlessly practical guide will be your best friend as you discover how consulting influences your business- and real life-decisions and those of others.

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In 2004 he received their first place Members' Choice Award in recognition of his book, Flawless Consulting: A Guide to Getting Your Expertise Used (1999) as the most influential book for Organizational Development practitioners over the past 40 years.

This Third Edition to Peter Block's Flawless Consulting addresses business changes and new challenges since the second edition was written ten years ago. It tackles the challenges next-generation consultants face, including more guidance on how to ask better questions, dealing with difficult clients, working in an increasingly virtual world, how to cope with complexities in international consulting, case studies, and guidelines on implementation. Also included are illustrative examples and exercises to help you cement the guides offered.

Don't venture into the consulting field without this essential Fieldbook & Companion! Following on the heels of the best-selling Flawless Consulting, Second Edition comes The Flawless Consulting Fieldbook and Companion. Whether you work as a consultant or you work with consultants, this relentlessly practical guide will be your best friend as you discover how consulting influences your business- and real life-decisions and those of others. The Flawless Consulting Fieldbook and Companion is packed with: Sample scenarios Case studies Client-consultant dialogues Hands-on tools Action plans Implementation checklists "Wow! A companion a business owner can't be without! The insights of 30 consultants the caliber of Peter Block is priceless." --Sue Mosby, principal, CDM2 Architecture Inc. "This book is a companion piece for both the desktop and bedside of those who do consulting full time or in their role as leader. I plan to keep this book close to me to both guide and inspire my work." --Phil Harkins, president, Linkage, Inc.

The second edition of the "consultant's bible" is here! For over fifteen years, consultants--both internal and external--have relied on Peter Block's landmark bestseller, Flawless Consulting, to learn how to deal effectively with clients, peers, and others. Using illustrative examples, case studies, and exercises, the author, one of the most important and well known in his field, offers his legendary warmth and insight throughout this much-awaited second edition. Anyone who must communicate in a professional context--and who doesn't?--will use the lessons taught in this book for years to come! "Who would have thought the 'consultant's bible' could be improved upon? Count on Peter Block--the consulting profession's very own revolutionary--to push us to confront and struggle with the paradoxes inherent in our work." --Candace Thompson, organization development consultant, First Chicago NBD--A Bank One Company "Block has distilled years of experience into a wise, down-to-earth, and eminently practical guide to excellence in consulting. If you are new to the practice, Flawless Consulting will chop years off your learning cycle. And even if you're an old pro, Block's insights will elevate you to new levels of effectiveness. Flawless Consulting is not simply about becoming a better consultant; it is about using consulting as a path toward becoming a better person." --Barry Oshry, president, Power & Systems, Inc.; author of Seeing Systems and Leading Systems

The need for consultation and evaluation among nonprofits and government agencies has soared in recent years, as funders have demanded accountability and agencies are ill-equipped to provide the types of data-based information needed. Consulting and Evaluation with Nonprofit and Community-Based Organizations fills a critical gap in the academic literature for nonprofit management. This unique text is a collection of advice and voices from a diverse group of successful, practicing consultants who work with nonprofits and government agencies. Through surveys and interviews, these experts relate detailed information on how they got started in consulting, what types of services they provide, what types of clients they serve, the biggest challenges they face, and much more. The book also integrates current topics from a wide variety of sources so that interested readers can easily access important information all in one book. Book jacket.

This book provides a thorough examination of a variety of specialties within the broad range of management consulting. A book of such scope and depth could only be written by a large number of experts, each from one of the many specialties related to management consulting. Together, all 27 contributors take the reader through an industry that is currently undergoing significant change. While covering all the major practice areas of consulting, the book also offers new insights into change processes and addresses compelling management issues now facing consulting firms.

Consultants work in all fields. They operate from offices and from home, work for investment firms and as personal trainers, or have expertise as accountants and wedding planners. The independence, flexibility, and potential income it brings make for an exciting and satisfying career. And it's an increasingly popular one for highly skilled, motivated professionals who've been laid off in this unstable economy. This guide features tips and tricks to help beat the competition, including how to: Set—and keep—personal and financial goals Organize important paperwork Price and market specific services Create advertising and publicity plans Grow a business, from finding a partner to managing employees Minimize and eliminate business risks Consultants are paid well for their advice—if they know how to operate a successful business. With advice from experts in a variety of areas, this valuable guide helps you create the business of your dreams!

The Unbeatable, Updated, Comprehensive Guidebook For First-Time Consultants Getting Started In Consulting More people than ever are making the jump from corporate offices to home offices, taking control of their futures, being their own bosses, and starting their own consultancies. Consulting is a bigger business than ever and growing every day. For almost a decade, Alan Weiss's Getting Started in Consulting has been an indispensable resource for anyone who wants to strike out on his own and start a new consulting business. It provides a rich source of expert advice and practical guidance, and it shows you how you can combine low overhead and a high degree of organization to add up to a six- or even seven-figure income. You'll learn everything you need to know about financing your business, marketing your services, writing winning proposals, meeting legal requirements, setting fees, keeping the books, and much more. This new Third Edition of Getting Started in Consulting is more comprehensive, up to date, and practical than ever. In addition to the nuts-and-bolts basics, you'll also get a wealth of new information and resources: How to leverage new technologies to lower your business costs and increase your profits A budget sampler that shows you how best to maximize an initial start-up investment of \$5,000, \$10,000, or \$20,000 Free downloadable tools and forms to help you design and start your business quickly and easily New interviews with consultants who achieved rapid success, including their personal stories and most effective techniques Brand-new references, examples, and appendices If your dream in life is to get out of the office and out on your own, consulting is a great way to make it happen. Make sure you do it right—and do it profitably—with Getting Started in Consulting, Third Edition.

The Secrets of Consulting--techniques, strategies, and first-hand experiences--all that you'll need to set up, run, and be successful at your own consulting business.

Expert advice on how to strike a fair deal and command a fair price. The Contract and Fee-Setting Guide for Consultants & Professionals No matter how knowledgeable you are in your field.No matter how great your track record.No matter how expert your advice or impressive your credentials . you jeopardize your client base if you do not instill every phase of your practice with a consummate professionalism. And for sharp clients, the first clear signs of such a savvy professionalism are the ability to set fees at a fair market price and offer neat, straightforward contracts with clearly delineated terms. This book teaches you, in a few days, what it traditionally took people half a lifetime to learn through trial and error. In writing it, the author drew on his more than twenty years as a business consultant, lecturer, and author to offer you tips on how to ask for and get the fees you deserve and to establish contract terms that are in the best interests of you and your clients. Throughout he shares his insider's expertise on: * Determining market value for your services * Establishing per diem or per-project rates and calculating overhead * Advantages and disadvantages of various systems of fee-setting and billing * Six major goals of every contract * Negotiating the contract and avoiding legal pitfalls

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