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# BECOME A TOP CONSULTANT

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*How  
the Experts  
Do It*

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Ron Tepper

# How To Become A Top Consultant How The Experts Do It

**Lei Huang**



## **How To Become A Top Consultant How The Experts Do It:**

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addressing peers and the general public plus a third briefer section on how to inform decision makers Each of the main parts is subdivided into two sections Guidelines and Genres with entries arranged in alphabetical order The guidelines are devoted to entries such as acronyms active or passive voice body language figures and captions introduction irony and taking the floor Within genres all possible media of communicating science are treated e g the after dinner speech conference presentation keynote lecture magazine article research proposal and teleconference Laszlo a professional scientist had a career embracing both academia and industrial consulting He has extensive experience in authoring and editing papers books and popular science books and conveys his skills as a communicator in this concise guide The book is geared to engineers and scientists educators and journalists science administrators and the medical profession editors and publishers whether native or non native speakers in short to anyone having to convert scientific data into an easily intelligible and interesting narrative

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*An Insider's Guide to Building a Successful Consulting Practice* Bruce Leslie Katcher, Adam Snyder, 2010 An industrial organizational psychologist consultant and speaker author Bruce Katcher combines his years of experience and insights with real stories from a range of other independent consultants to guide readers on their journey of growing a consulting practice whether they re beginners just starting up or veterans looking for new ways to invigorate their businesses In *An Insider's Guide to Building a Successful Consulting Practice* you ll learn simple yet powerful strategies for success including how 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 set prices based on value develop a marketing strategy and divide your time between marketing and delivering your services and much more With applicable data and tangible advice gleaned from the survey results of professionals in a diverse range of industries you ll not only learn how to keep plenty of work in your pipeline you ll be able to adapt your consulting practice to thrive in any market

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