

# How to become a successful consultant

– 5 traits that  
make a difference

Prevas



# How To Become A Successful It Consultant

**Alan R. Simon**

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

How to Become a Successful IT Consultant Dan Remenyi,2013-06-17 How to Become a Successful IT Consultant is a practical book for anyone considering setting themselves up as an IT consultant It is essential reading for those contemplating such a career change Today IT consulting has become a major opportunity for many IT professionals who want to work for themselves It is no longer only the domain of the high flying international organization In fact tens of thousands of IT professionals are leaving their regular jobs to set up as IT consultants on their own Although there are many consulting opportunities available it is quite a challenge to make a success of your own IT consulting business There are a lot of things to think about and many decisions to be made For those who get it right there is a very exciting and highly lucrative business career ahead 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 This book is an essential reading for anyone who is seriously thinking about taking this big career step *How to Become a Successful IT Consultant* Dan Remenyi,2013 How to Become a Successful IT Consultant is a practical book for anyone considering setting themselves up as an IT consultant It is essential reading for those contemplating such a career change Today IT consulting has become a major opportunity for many IT professionals who want to work for themselves It is no longer only the domain of the high flying international organization In fact tens of thousands of IT professionals are leaving their regular jobs to set up as IT consultants on their own Although there are many consulting opportunities available it is quite a challenge to make a success of your own IT consulting business There are a lot of things to think about and many decisions to be made For those who get it right there is a very exciting and highly lucrative business career ahead 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 This book is an essential reading for anyone who is seriously thinking about taking this big career step Consulting For Dummies Philip Albon,Peter Economy,Bob Nelson,2010-12-30 Fully adapted for a UK audience by consultancy specialist Philip Albon this book is an essential guide for anyone considering making a career out of consulting Offering practical advice on all aspects of setting up and running a successful consulting business including setting your fees keeping track of time and money building business with new clients winning proposals and business networking Consulting For Dummies is the easiest way to make a name for yourself and profit from your expertise Sections will include What s a Consultant Deciding to set up and finding a business direction The Consulting Process How to create a business proposal analyse the data develop recommendations present the findings and make sure they re implemented Key Consulting Skills Presenting a professional image time management and organisation communication skills writing reports and presentations using technology Setting up your Business setting fees drawing up contracts setting up a home office keeping track of time and money multiplying effectiveness with support services Marketing Promotion getting new clients using referrals Plus new information on Business reality preparing for tax audits and general small business finance This UK edition of Consulting For Dummies will fully update readers on current e marketing techniques and the current opportunities offered to those using the Internet to promote their business and build a client list It will also be adapted to include core UK business and finance information crucial for those setting up alone Topics such as bookkeeping and basic accountancy have been added plus content on UK tax and how government policies affect small businesses This new edition incorporates updated currency systems in order to cater for the UK market 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

**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

### **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 ROI from outside experts Get extraordinary results from every consultant you hire An extraordinary book Clear comprehensive and eminently readable it is THE book on how you can extract true business value from outside experts Scott Cotherman Chairman TBWA WorldHealth subsidiary of Omnicom Group Inc This is the Master Class for those who are smart innovative ahead of the pack and who intend to stay that way If you're not yet in that league you should read this book twice Alan Weiss author Million Dollar Consulting and The Consulting Bible A terrific guidebook with much of the advice equally applicable in managing your organization's internal talent It's an easy engaging read with a wealth of insights and detailed action steps I highly recommend it Brian Walker President and CEO Herman Miller Inc A powerful antidote to the strained relationship between consultants and clients Garry Ridge CEO WD 40 Company This book

shows you how to make your consultants work stick No more major investments in experts or programs that evaporate after only a few months or years De Lyle Bloomquist President Tata Global Chemicals Fields s messages are delivered in the way that all executives would like our outside resources to do it capably with straight talk and incredible insight Ralph Scozzafava Chairman and CEO Furniture Brands 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

### **How to Become a Successful Consultant in Computer Education ,1986      How to Become a Successful Consultant in Your Own Field**

Hubert Ingram Bermont,1995 Cash in on Your Own Experience You possess a wealth of special knowledge and experience You are mature a veteran a survivor If you were an employer you d hire yourself in an instant Hubert Bermont did One day he was a successful but unfulfilled middle aged corporate executive The next day he was out on the street a victim of downsizing Within two years he was making considerably more money than ever before working as a full time self employed consultant Since then he has helped thousands of other people achieve similar success and he ll do the same for you In these pages he clearly explains how you can launch your own thriving consulting business and operate it for greater profit and personal satisfaction Hubert Bermont knows more about consulting than anyone Just as important he knows how to communicate his ideas simply and directly Regardless of your field he can show you how to succeed My advice to you is to take his advice you just can t miss Eugene Hameroff director emeritus The Consultants Institute **Physician and Surgeon ,1892      British Medical Journal ,1875      British Medical Journal ,1975      Logging Management ,1979**

The Lancet ,1892      **The Philadelphia Medical Journal** George Milbry Gould,James Hendrie Lloyd,1899

**Directory of Management Consultants ,1997      National Association for the Protection of the Insane, 1880-1882 ,1882      Rethinking College Education** George Allan,1997 Not a method of turning your degree back in and having your loans forgiven but an argument that by becoming vocational schools measured by reduced cost and efficient production colleges and universities are neglecting their essential purpose The reason for college education says Allan is to provide an environment within which students can absorb the moral practices that determine how they can acquire and evaluate knowledge best conduct their lives and become responsible adults He maintains that such learning requires imagination dialogue conversation and cultured intercourse Annotation copyrighted by Book News Inc Portland OR **How to Develop and Promote Successful Seminars and Workshops** Howard L. Shenson,1990 A complete guide to succeeding in today s burgeoning seminarbusiness from developing a program and market testing to pricing promotion advertising and more How to Develop PromoteSuccessful Seminars Workshops The adult educationbusiness seminars workshops classes conferences is one of thefastest growing industries in the country and for many extremelyprofitable Now Howard Shenson shares proven effective research based strategies responsible for filling more than onemillion seminar seats to allow anyone with marketable knowledge tosucceed in the seminar business You ll learn How to select a marketable subject and test

market any seminar for about 1 000 or less How to develop a dynamic program and effective program materials How to create a powerful registration producing marketing strategy and design winning promotional materials How to assess promotional effectiveness and fine tune marketing to increase sales How to evaluate and choose where and when to conduct your seminar or workshop How to select hotel and conference facilities How to price your program to ensure maximum registrations profitability How to develop or obtain program materials and how to add to your profits through back of the room sales of products and services How to creatively select and rent mailing lists and maximize your direct mail response while reducing marketing expense      **Guy's Hospital Gazette** , 1891

## Whispering the Techniques of Language: An Psychological Quest through **How To Become A Successful It Consultant**

In a digitally-driven earth where displays reign great and instant connection drowns out the subtleties of language, the profound techniques and psychological nuances hidden within words usually move unheard. Yet, situated within the pages of **How To Become A Successful It Consultant** a fascinating literary prize sporting with fresh feelings, lies an extraordinary journey waiting to be undertaken. Penned by a talented wordsmith, that wonderful opus attracts visitors on an introspective journey, softly unraveling the veiled truths and profound impact resonating within ab muscles fabric of each and every word. Within the mental depths of this poignant evaluation, we will embark upon a honest exploration of the book is key themes, dissect its interesting publishing design, and yield to the effective resonance it evokes deep within the recesses of readers hearts.

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