

# How to become a successful consultant

– 5 traits that  
make a difference

Prevas



# How To Become A Successful It Consultant

**WJ Hussar**

## 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

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