

BECOME A TOP CONSULTANT

*How
the Experts
Do It*

Ron Tepper

How To Become A Top Consultant How The Experts Do It

Ron Tepper

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

How to Become a Top Consultant Ron Tepper, 1985-09-25 Ten of today's top consultants explain why and how they left the 9 to 5 grind behind built new careers and became the best in their field. *Become a Top Consultant How the Experts Do it* What does it take to build a successful consulting practice? Ron Tepper asked ten consultants in a diverse range of fields and found the formula to be a winning blend of skills, specialized knowledge, strategy and technique. Now Tepper shows you how to build a consulting practice of your own simply by following the examples of these ten experts in engineering, data processing, government accounting, management, sales, real estate and law. *Become A Top Consultant* takes you step by step through writing and submitting superior proposals, marketing your consulting services, setting fees, billing, getting help even moonlighting. You'll learn the basic concepts, practices, specialized skills and consulting requirements for each different field. Best of all you'll identify easily with the consultants you'll meet: an accountant and a sales trainer, a civil engineer, a football player turned headhunter, personnel accountant, an investment advisor who never finished college, and a former real estate salesman who's now a phenomenally successful attorney. They're all top consultants from all walks of life, the best in the business. And they all started out where you are today. *Become A Top Consultant* it's like having a live panel of consulting experts at your service, eager to help you launch your consulting career.

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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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