

How to become a successful consultant

– 5 traits that
make a difference

Prevas



How To Become A Successful It Consultant

Kenneth J. Albert

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

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Companies should aim to eliminate non value adding activities in their operational processes Having needless waste in workflows can undermine a company's profitability potential The job of a consultant is typically to look at what an organization does as a whole then work to increase efficiency in most areas Specifically they strive to render a business more profitable usually by helping the business owners to reduce costs and grow revenue streams In order to achieve this objective the consultant might recommend personnel changes new systems alternative practices or new procedures to be implemented Companies should not only aim to bolster their operational efficiencies but should also strive to minimize their operational inefficiencies Companies not only rely on consultants to help them to enhance their operational efficiencies but to also help them to amplify their sales volume revenue and profits Freelance consultants are not limited to furnishing their service offerings to a single client Most consultants are self employed and work on a contractual basis Freelance consultants are able to work remotely customize their own schedule and furnish their service offerings to clients from around the world There are a myriad of disparate types of consultants Some of the ample disparate types of consultants encompass business consultants management consultants marketing consultants social media consultant operations consultants financial advisory consultants information technology consultants and human resource consultants Certain consultants specialize in one niche area such as retail sales Consultants might then specialize further under that area of expertise focusing on points such as inventory control personnel and reorganizing corporate structure Consultants might also work with start up companies to design the best entry into the marketplace or alternatively may work with companies that are looking to downsize and sell their companies The competencies can vary from consultant to consultant It would ultimately behoove a prospective consultant to explore the various consultant career paths *How to be a Successful Computer Consultant* Alan R. Simon, 1994 Designed for computer professionals who want to start develop and expand their consulting business the third edition of this guide includes new material on object orientated technology integrated software development tools CASE networking standards and alternative architectures *How to Make it Big as a Consultant* William A. Cohen, 2001 Over 70 000 copies in print It's the classic guide to success in the demanding world of consulting

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 *How to Open and Operate a Financially Successful Wedding Consultant and Planning Business* John N. Peragine, John N. Peragine, Jr., 2008 Book CD ROM The Association of Bridal Consultants estimates that billions are spent on weddings every year A good wedding consultant is of invaluable assistance to potential brides with no experience of the best and easiest way of going about things Advice can be given on all aspects of a wedding including the gown accessories even down to childcare This manual will get you started on the right footing **How to Make It Big as a Consultant** William A. COHEN

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of the publication

of this proven strategy at all 1 Spending any money on advertising 2 Making any cold calls 3 Begging for referrals 4 Working as a slave for Facebook or any other social media platform to get noticed Since my background is in marketing I established a way of making my marketing activities self funded or as the CIA would call it living of the land In fact by the time a potential client contacts me most of the selling has already been done and it is more a matter of determining whether the client will be a good fit for me or not In all honesty whilst I have a MSC in Marketing and owned a few companies I would not go as far as to describe myself as the world's leading authority on consulting however I have developed one of the most innovative ways to ensure that my diary is ALWAYS full and that I can decline any work which I do not think is going to be a good fit The model that we are going to discuss is perfectly suitable for consultants in the areas of Business Finance IT Marketing Sales Security and a range of professions Whether you are a technical business or executive consultant the principles will still apply Please read my feedback on various digital channels before starting with the book Enjoy your newly found profession

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, 1892 *British Medical Journal* , 1881 *The Medical Brief* , 1912 **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

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