

# 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 **How to Be a Successful Consultant** Don Matlock,2019-06-01 Written in an easy to read style this work is suitable for anyone who operates as a consultant How to be a Successful Consultant contains strategies and techniques for increased success by focusing on key topics such as self promotion communication building credibility and building and maintaining relationships If you have decided to become an independent consultant you face two challenges being good at what you do and being good at bringing in the business You might be a management consultant an architect a writer a trainer an engineer a product placement expert a designer a stylist a musician a financial advisor a computer systems analyst or something else all occupations that require specific and different sets of skills However in every case you need another set of skills common to all knowing how to seek obtain and serve clients Thats where this book comes in Youll find strategies and techniques to help you be more successful in here Its about planning building and maintaining relationships with your clients and prospects **How To Become A Consultant**,

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profitability potential 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**

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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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How to be Your Own Management Consultant Kenneth J. Albert,1978

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