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Building The It Consulting Practice

Bruce L. KATCHER Ph.D.

Building The It Consulting Practice:

Building the IT Consulting Practice Rick Freedman,2002-10-14 Building the IT Practice is a clear and practical guide organized to help design build and manage lucrative consulting practices Building on the advisory methodologies described in the author s previous book The IT Consultant this book goes beyond the personal practices and behaviors presented in that work to offer a roadmap to the creation of an IT Professional Services business This book focuses on the basics of building a consulting business dicussing such core issues as the creation of a unique marketing message the design of a firm wide delivery methodology and the recruitment and retention of world class sales and talent *Inside the Technical Consulting Business* Harvey Kaye,1997-12-04

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An Insider's Guide to Building a Successful Consulting Practice Bruce L. KATCHER Ph.D.,2010-03-15 Whether you re a beginner just starting up a consulting practice or a veteran looking for ways to invigorate your existing business An Insider s Guide to Building a Successful Consulting Practice is an invaluable resource Featuring real stories from consultants in diverse industries the book offers simple yet powerful ways to Identify a market and narrow your focus Make a smooth transition from employee to independent consultant Sell effectively even if you ve never sold before Establish visibility through speaking writing and networking Build credibility by leveraging the credibility of others Set prices based on value Develop a marketing strategy and divide your time between marketing and delivering your services Keep plenty of work in your pipeline Adapt and thrive in any market condition And much more Complete with the results of an original survey of 200 successful independent consultants this handy guide provides the kind of real life advice you need to build a thriving business

Building A Successful Consulting Practice (In Action Case Study Series) Patricia Pulliam Phillips,2023-05-26 Consulting is one of the fastest growing occupational groups in business today For many talented individuals around the world starting a

consulting practice offers great opportunity for income growth and job satisfaction Yet consulting does have its unique set of challenges including lack of professional respect from potential clients and a high business failure rate This book *Building a Successful Consulting Practice* will be helpful to anyone starting down this exciting and challenging road It presents 12 case studies that analyze the success of consulting organizations This book focuses particularly on small consulting practices and specifically on those consulting practices closely related to the field of human resource development You will find value in this book no matter where you are in the process of starting or running a consulting practice No matter how you plan to use this book the impressive group of contributors represented in this collection of case studies will be invaluable as you work to achieve your own level of success in the consulting business *Creating a Successful Consulting Practice* Gary W.

Randazzo,2018-08-23 For those who are now consultants and for those who are hoping to create their own consulting practice this book presents a practical approach to building a consulting practice Starting with understanding the types of consulting projects and how they originate the reader is shown how to develop networks that can play an important role in generating prospects for consulting projects After generating leads prospects and finally landing a consulting project a consultant must successfully deliver results for the client This book will guide the reader through the steps of identifying the objective of a project establishing the project s scope and deliverables The reader will be shown how insure a successful consulting engagement by having early agreement between the consultant and the client on the process the deliverables the time table and the cost of the project The reader will be introduced to a process that will guide consultants through the steps of generating a project strategy tactics and execution plan and how to present recommendations to the client Finally this book will provide insights and guidance on how to build a thriving practice through successful completion of individual consulting projects The global consulting market was estimated to be 251 billion U S dollars in 2016 and is projected to have steady growth through 2020 There is no better time to pursue a career in consulting and this book can help consultants provide positive outcomes for their clients *Building the IT Consulting Practice* Rick Freedman,2002-10-14 Building the IT Practice is a clear and practical guide organized to help design build and manage lucrative consulting practices Building on the advisory methodologies described in the author s previous book *The IT Consultant* this book goes beond the personal practices and behaviors presented in that work to offer a roadmap to the creation of an IT Professional Services business This book focuses on the basics of building a consulting business dicussing such core issues as the creation of a unique marketing message the design of a firm wide delivery methodology and the recruitment and retention of world class sales and talent

How to Build a Successful Consulting Practice Jack J. Phillips,2010-08-10 Make Consulting Your Dream Job On Your Own Terms When you start your own consulting business you can be your own boss set your own hours and make big profits But that only happens if you re truly prepared Are you familiar with the biggest consulting myths Do you know the 12 success factors for consultants Have you ever owned your own business before How to Build a Successful Consulting Practice has all

these answers and more distilled by consulting guru Jack Phillips from years spent researching and reviewing successful firms that are still in business today This essential volume shows how to Develop a bulletproof business plan Find and keep clients for life Build your brand with magnetic marketing strategies Write spot on proposals Use the Internet as a secret weapon Become a charismatic public speaker Avoid financial legal and ethical pitfalls Adjust to a new work life The Consultant's Manual Thomas L. Greenbaum,1994-03-31 The Consultant's Manual If you're serious about starting your own consulting practice there's something you should know No matter how knowledgeable you are in your field No matter how expert your advice or impressive your credentials If you don't bring an air of consummate professionalism to every phase of your practice from proposal writing and fee setting to drawing up contracts and issuing reports you'll almost definitely lose out to the professional who does But don't worry because with Tom Greenbaum and The Consultant's Manual in your corner you can make sure that never happens Growing out of the author's Harvard consulting course this book offers level headed expert advice on virtually every practical aspect of starting building and marketing your consulting practice Centered around the theme of developing and working an exhaustive business plan for your firm it leads you step by step through the research planning and problem solving stages Positioning your firm giving it a name targeting your market establishing a sales culture maintaining top flight customer service cash flow billing and fee setting it's all in here and much more High-value IT Consulting Sanjiv Purba,Bob Delaney,2003 Assess the health of your organization using Purba and Delaney's 12 keys methodology metrics that track the value of a consulting organization's activities and investments to measure for positive impact on the client employee and profitability Use these along with ready to use forms and checklists to effectively analyze your practice in terms of client satisfaction resource utilization employee health and morale average billing rate accounts receivable operational costs average sales discounts sales pipeline engagement backlog sales hit ratio resource leverage and practice risk and exposure book jacket The Trusted Firm Fiona Czerniawska,2006-11-02 The consulting industry has been on a roller coaster ride since the heady days of the 1990s After a recession triggered by the dotcom crash it's now growing rapidly again but in a market that has changed beyond all recognition Fees are down buying is centralized and many clients are ex consultants who know all the tricks of the trade It's a hostile environment in which great personal qualities are no longer enough consultants need trusted firms behind them helping them deliver results This unique journey through the new consulting terrain looks at how leading consulting firms worldwide create a platform for success what values they need who they recruit and what recruitment processes work best how they keep their finger on the pulse of the market how they match the right people to particular jobs This book is essential for both client and consultant to understand the pitfalls to avoid and the conditions necessary for success in today's complex multi faceted project environment Peter Hill Chief Executive Management Consultancies Association The Trusted Firm presents a compelling blueprint for the consulting firm of the future From concepts to tactics this book shows firm leaders why and how to rethink their businesses to earn client

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have when trying to build this niche The powerful CD ROM is packed with electronic versions of the forms checklists practice aids and management tools found in the guide All documents can be customized using Word RM WordPerfect RM for Windows TM

Steam ,1922 *An Outline for Building a Successful Consulting Practice with Nonprofit Clients* Mary Case,Will Phillips,2004 Philosophical Practice Lou Marinoff,2001-11-08 This book provides a look at philosophical practice from the viewpoint of the practitioner or prospective practitioner It answers the questions What is philosophical practice What are its aims and methods How does philosophical counseling differ from psychological counseling and other forms of psychotherapy How are philosophical practitioners educated and trained How do philosophical practitioners relate to other professions What are the politics of philosophical practice How does one become a practitioner What is APPA Certification What are the prospects for philosophical practice in the USA and elsewhere Handbook of Philosophical Practice provides an account of philosophy s current renaissance as a discipline of applied practice while critiquing the historical social and cultural forces which have contributed to its earlier descent into obscurity

Engineering Record, Building Record and Sanitary Engineer ,1914 **How to Become a Top Consultant** Ron Tepper,1987-02-24 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

Who's Green 2007 ,2006-11 **Engineering Record** ,1911

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