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# MANAGEMENT CONSULTING ESSENTIALS

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# Management Consulting Essentials

**Penelope Cagney, Alliance for  
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thinking in the nonprofit consulting practice providing leaders and consultants a way to ensure a robust organization in the future   **Business Essentials For Software Professionals** G P Sudhakar,2008-05-31 Now a days IT career is becoming more and more global in nature There are more than a million software engineers working in the Indian IT industry who are among the high fliers these days travelling across continents In recent times it has been felt that to have a successful global IT career the skills acquired in engineering colleges are not sufficient There are certain other skills which are essential for the software engineers to achieve success globally This book is all about those skills The book talks about IT management skills such as project management program management IT strategy and quality management It also covers the soft skills required for software engineers such as communication skills presentation skills leadership skills and listening skills It distinguishes between a leader and a manager The book explains the business and management concepts which the software professionals need to be aware of such as basic management functions strategic management marketing management new product development knowledge management and human resource management Also some other topics such as how to get into reputed business schools and what are the career alternatives for software engineers are also dealt with in an elaborate manner   **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   **Consulting in Uncertainty** Ann Brooks,Kathy Edwards,2013-11-07 The traditional model of consulting places an emphasis on diagnosing a problem and finding a cure But in today s business world of globalized organizations rapid knowledge proliferation and the intertwining of economies that

approach is becoming less and less viable problems are quickly redefined new knowledge and ownership of that knowledge is constantly surfacing and being challenged and no solution is a permanent solution Consulting in Uncertainty articulates a model of consulting that addresses the uncertainty and interconnectedness of the world in a post industrial knowledge era Emphasizing outcomes and inquiry over diagnosis Brooks and Edwards outline this new consulting model as well as the skills consultants must bring to the table in any uncertain and dynamic environment Integrating practical knowledge with scholarship this book covers skills such as Relational skills and the consulting relationship Cultural awareness and related skills Contextual analysis Facilitating inquiry Collecting and efficiently analyzing data or information Consultants and students of consulting as well as managers teachers counselors and even parents will find this book enlightening and useful in navigating today s uncertain world

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