

Management Consulting By David Biggs

3x3 Minute Summary Mashup of Freelance Consulting with Alan Weiss, David H. Maister and Peter Block
Managing The Professional Service Firm
The Irresistible Consultant's Guide to Winning Clients
Navigating New Horizons: The Art of Immigration Consulting
The Oxford Handbook of Management Consulting
Visual Consulting
Management Consulting Today and Tomorrow
Consulting in Uncertainty
Handbook of Family Business and Family Business Consultation
Successful Consulting: Teach Yourself
thimblesofplenty David H. Maister David A. Fields Aslam Uddin Salim Matthias Kipping David Sibbet Flemming Poulfelt Ann Brooks Florence Whiteman Kaslow Anna Hipkiss

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thimblesofplenty is a group of friends who also happen to be business people and avid readers we wanted to keep up with the latest business books but found that time was a factor so we divided out the work and each of us took a book and summarised it for the others we thought it might be a great idea to share these summaries with you for a small price and a 3 minute time investment our summary gives you some of the wisdom from the book some food for thought and hopefully the impetus to make some time to read the whole book

professional service firms differ from other business enterprises in two distinct ways first they provide highly customised services thus cannot apply many of the management principles developed for product based industries second professional services are highly personalised involving the skills of individuals such firms must therefore compete not only for clients but also for talented professionals drawing on more than ten years of research and consulting to these unique and creative companies david maister explores issues ranging from marketing and business

development to multinational strategies human resources policies to profit improvement strategic planning to effective leadership while these issues can be complex maister simplifies them by recognising that every professional service firm in the world regardless of size specific profession or country of operation has the same mission statement outstanding service to clients satisfying careers for its people and financial success for its owners

this deeply insightful guide to understanding what clients really want is an indispensable resource for consultants keith ferrazzi 1 new york times bestselling author of never eat alone independent consulting is a potentially lucrative enterprise but the reality seldom matches the dream most solo consultants and boutique consulting firms are perpetually within six months of bankruptcy due to the sputtering unreliability of their new business engines the problem according to international consulting expert david a fields is twofold 1 lack of a consistent proven plan and 2 fundamental misunderstanding about what clients want in a consultant fields who has helped hundreds of consultants and boutique firms worldwide build profitable sustainable practices replaces the typical consultant s mindset of emphasizing expertise and differentiated processes with a focus on building relationships engendering trust and solving clients existing problems in the irresistible consultant s guide to winning clients fields synthesizes his decades of experience into a step by step approach to winning more projects from more clients at higher fees from nuts and bolts business advice and tactics to a deeply insightful breakdown of the human side of a very human profession fields named one of advertising age magazine s marketing top 100 delivers a comprehensive guidebook that is at once highly approachable and satisfyingly detailed if i could have just one book on client strategy this book would be it marshall goldsmith 1 new york times bestselling author of triggers

immigration consulting navigating the path to opportunity is an essential guide for aspiring immigration consultants and seasoned professionals alike this comprehensive resource delves into the complexities of immigration processes offering practical insights strategies and innovative approaches to enhance client relationships and streamline operations from understanding legal frameworks to leveraging technology and embracing emerging trends this book equips readers with the knowledge and tools to thrive in a rapidly evolving industry whether you re helping individuals achieve their dreams or guiding businesses in their quest for talent this book serves as a valuable roadmap for success in the dynamic world of immigration consulting

management consultants of various kinds play an important role in the world of

business and within other types of organization the oxford handbook on management consulting is a comprehensive overview of thinking and research on management consultancy with contributions from leading international scholars the first section provides an account of the historical developments in management consulting research and how current thinking has evolved from prior work the second section focuses on disciplinary and theoretical perspectives their diversities areas of synergy and parallel concerns the following sections examine consulting as a knowledge business consultants and management fashion and the relationship between management consultants and their clients the handbook concludes with an assessment of areas of future research and debate by bringing together a wide range of research and thinking on management consulting across different disciplines sub disciplines and conceptual approaches the handbook provides a comprehensive understanding of both current thinking and future directions for research

visualization in your own imagination on the wall and with media supports any consultant who is learning to design and facilitate transformational change leadership development stakeholder involvement processes and making sense of complex challenges this book from leaders in the field shows you how building on peter block s flawless consulting it explains how to visually contract and scope work gather data provide feedback plan interventions implement and support on going sustainability in organizational and community settings unlike block s work visual consulting addresses the challenging problems of guiding organizational and social change processes that involve multiple levels and types of stakeholders with interests in both local and global environments it demonstrates how visualization and design thinking can be used to get more creative and productive results that are owned by everyone the practices described apply to organizational as well as diverse cross boundary consulting projects in this book you will learn powerful visual tools for all key stages of the consulting process including marketing your services understand the predictable challenges of change and how to successfully guide organizations and communities through them learn how to collaborate with clients to get sustainable results find tools for using visualization comprehensively for both inner and outer work successfully guide change in both organizations and communities the fourth installment in the visual facilitation series this book teaches you how to activate the full range of visual tools methods and models to support stepping into successful contemporary consulting relationships

this new edition gathers more than 22 experts to outline the theory behind consulting providing insight into change processes and management issues in the

field the business of consulting has grown faster than most other businesses due not only to increased demand by clients but also to the innovative capabilities of numerous consulting firms as they develop new services divided into six parts the book introduces readers to the consulting industry addressing the major practice areas contexts and implementations of the field significant updates detail the effect of the economic troubles between 2004 and 2010 and then 2010 and now analyze the market response to consulting in recent years and provide a more thorough understanding of how consulting is applied in the different areas of a business such as operations marketing and finance introductions written by the editors offer further insight into the themes and learning goals of each section helping readers to recognize the elements of a successful consultation and utilize their new skill set the text concludes with a look at the future of consulting with regards to ethics standards and how strong manager client relationships contribute to financial growth readers will also learn how the developing field of entrepreneurship creates new economic structures and job opportunities practitioners consultants clients faculty and students of business and management will learn not only how to consult but also gain the skills needed to adapt to and lead organizational change giving them a competitive edge when they enter the field

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

this book is designed to fill an important gap in the family business literature florence w kaslow ph d editor an internationally respected authority in both family psychology and family business consultation presents a disciplined look at how

family businesses are structured their dynamics and how they operate in thirteen diverse countries spanning four continents top family business consultants working in those countries share their methods of helping clients increase earnings and fulfill the missions of their companies the contributors examine essential aspects of the world of family business today including family offices globalization and the management of a family s wealth tables and figures plus a helpful glossary make complex and unfamiliar information easy to understand

if you are a consultant in any field working for any size organisation from one man and his dog to massive or thinking of moving into this field then this is the book for you coverage includes what makes a successful consultant setting a clear vision assessing resources how to write reports and give presentations building up your customer facing skills dealing with difficult clients balancing your work with the rest of your life containing lots of practical advice this book also features interviews with successful consultants who have a wealth of experience to share written in an accessible style it will give you the confidence to shine in consultancy not got much time one and five minute introductions to key principles to get you started author insights lots of instant help with common problems and quick tips for success based on the author s many years of experience test yourself tests in the book and online to keep track of your progress extend your knowledge extra online articles at teachyourself com to give you a richer understanding of consulting five things to remember quick refreshers to help you remember the key facts try this innovative exercises illustrate what you ve learnt and how to use it

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