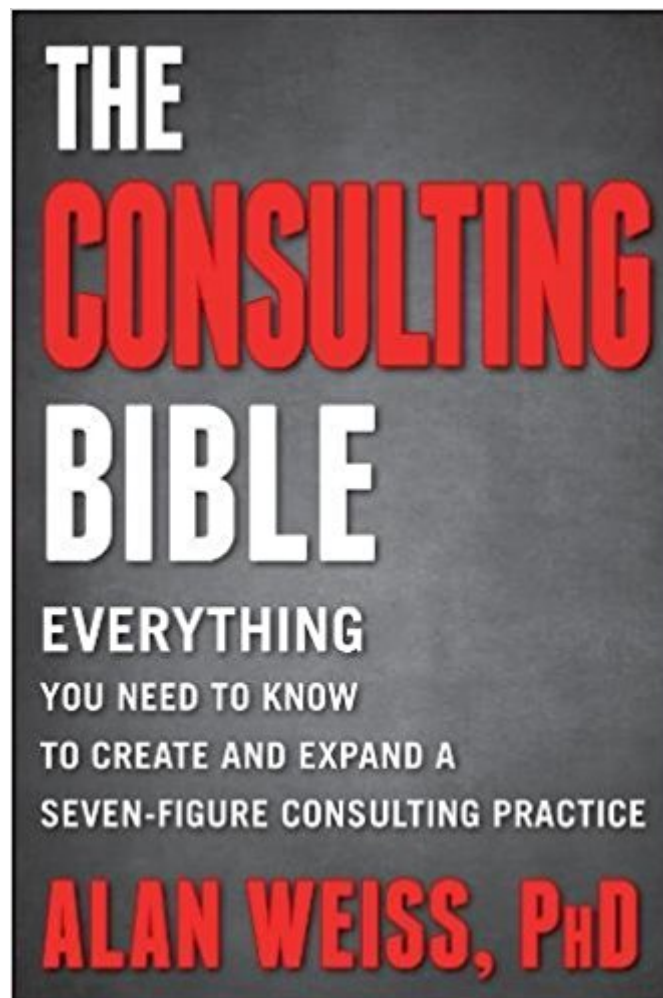




The book was found

The Consulting Bible: Everything You Need To Know To Create And Expand A Seven-Figure Consulting Practice



Synopsis

Everything you need to know about building a successful, world-class consulting practice Whether you are a veteran consultant or new to the industry, an entrepreneur or the principal of a small firm, The Consulting Bible tells you absolutely everything you need to know to create and expand a seven-figure independent or boutique consulting practice. Expert author Alan Weiss, who coaches consultants globally and has written more books on solo consulting than anyone in history, shares his expertise comprehensively. Learn and appreciate the origins and evolution of the consulting profession Launch your practice or firm and propel it to top performance Implement your consulting strategies in public and private organizations, large or small, global or domestic Select from the widest variety of consulting methodologies Achieve lasting success in your professional career and personal goals The author is recognized as "one of the most highly regarded independent consultants in America" by the New York Post and "a worldwide expert in executive education" by Success Magazine Whether you're just starting out or looking for the latest trends in modern practice, The Consulting Bible gives you an unparalleled toolset to build a thriving consultancy.

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Customer Reviews

A comprehensive guide to becoming THE sought-after thought leader and expert At a certain point in your career, you realize that you could put your knowledge to better use by extracting yourself from the shadow of the corporate world and striking out on your own. The Consulting Bible is the comprehensive guide to succeeding in the flexible and rewarding profession of solo and boutique consulting. Bestselling author and celebrated consultant Alan Weiss delivers his field-tested advice so that you can: Learn the nine components of a winning proposal Establish value-based fees and

protect that value Create testimonials and references, and establish long-term leverage Acquire know-how for providing coaching, conflict resolution, negotiation, crises management, and dozens of other interventions Develop supreme communication skills The value you provide as a consultant can be reciprocal and exponential, leading you toward true wealth, defined here as discretionary time and not only dollars in the bank. "An amazingly thorough compilation of distilled wisdom regarding the elements for success in consulting. The most experienced consultant will harvest many valuable tips, and the newcomer won't be able put it down." —JACK ZENGER, CEO, Zenger Folkman, and bestselling coauthor of *The Extraordinary Leader*, *The Inspiring Leader*, and *The Extraordinary Coach* "Alan Weiss is a genius marketing consultant who understands the business from the inside out. Apply his years of knowledge and experience to achieve the consulting business of your dreams. Follow the advice of this expert, and success is in your immediate future." —DR. NIDO QUBEIN, President, High Point University; Chairman, Great Harvest Bread Co; and Recipient, Horatio Alger Award for Distinguished Americans "If you're a solo practitioner or boutique firm principal, you can't afford not to have *The Consulting Bible* on your desk, earmarked, highlighted, and well worn. It's a must-read, and I can see this book in your future." —DANIEL BURRUS, author of *Flash Foresight* and *Technotrends*

ALAN WEISS, PHD, is recognized as "one of the most highly regarded independent consultants in America" by the *New York Post* and a "worldwide expert in executive education" by *Success* magazine. His firm, Summit Consulting Group, Inc., has attracted clients such as Merck, Hewlett-Packard, GE, Mercedes-Benz, and over 500 other leading organizations. He is also the bestselling author of *Million Dollar Consulting* and forty other books.

Probably a little over-hyped as the "Bible" and "Everything you need". It's also a little hard to tell what's in it based on the (I need a word here Alan) ... fancy words in the TOC available here online. But the stuff that is in it is good. It covers most general areas of a consulting practice with good insight in each area covered. What is perhaps missing is more depth about the consulting advice that should be given, rather than how to run a consulting practice. But that may be much more difficult. The gutsy final chapter closes the book with some thoughts about what the consultant owes to the profession. Don't skip it!

No need to reinvent the wheel. Alan provides much direction and guidance in this book for any

consultant. The book could possibly be better written leading to only four stars. Alan has taken this book to a 80-85% level and as with anything in life to move the product up much from there would require exponentially more work. For the price, this book is a slam dunk. Just a side note, if you have nothing to consult on this book will not be of much use as it does not teach you how to generate intellectual property. What it does teach is how to take your intellectual property and market yourself with conviction and confidence.

Alan Weiss' book is the THE go-to manual if you are planning to go into this business. His funny and concise style gives you a step by step approach to building or improving your practice. I have an electronic as well as a paperback one for easy reference. If you are a consultant, this is the book you have with you all the time. Buy his other books too because they are all fountains of knowledge.

thanks!

Being a consultant is not something you learn entirely through formal education. Being able to read from another professional the recipe of marketing and client acquisition has helped me and my practice a lot. Looking forward to the complete implementation and comeback with an updated review.

The tone of this book reminds me of someone reprimanding a cashier for handing back the wrong change. Just about every paragraph seems to conceal a back-handed insult to someone. For example: rather than advising the readers on the advantages of using credit, Alan Weiss simply states that people who do not use credit are operating in the amateur league. So essentially, he's trying to change his readers' behaviors through humiliation rather than teaching them the benefits of the new behaviors. Here's some better business advice: don't be a jerk. Your customers will like you more.

I enjoyed it thoroughly. It is easy to read, and to understand, and most importantly it provides good examples that relate to real live experiences/or something one can relate to. The concepts and/or methodologies are plentiful and can only lead to a marked improvement in how I do my business. And yes I am not an independent consultant, however, I believe that applying what is suggested in the book will certainly lead to more success stories on my part! I love it!

Charts in book are meaningless and add no value. You learn a lot about "Alan", not so much about the consulting business. Very disappointed on pricing example and RFP / proposal preparations.

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