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# Extract Value From Consultants Extract Value From Consultants

**City of London College of Economics**



## **Extract Value From Consultants Extract Value From Consultants:**

*Extract Value from Consultants* Gordon Perchthold, Jenny Sutton, 2010 This book empowers managers to take control of the consulting process in any business environment Features Insiders reveal the secrets of the consulting trade Packed with firsthand observations case studies and valuable document templates this book details a step by step approach to effectively selecting and managing any consultant The authors explain how companies can take advantage of the increasingly complex world of global consulting A guide for maximising return and minimising costs for companies hiring consultants Too often consultants dictate where when and how they will deliver value The book gives managers the tools they need to select and manage the right consultants at the right time and determine whether or not they are delivering the goods Authors have global experience with major U S companies and consulting firms The authors have built consulting practices around the world working with companies such as Deloitte Consulting Aflac The Hartford ING Nationwide New York Life Northwestern Mutual and Swiss Life

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Pasquale De Marco,2025-04-10 Profitable Rates A Comprehensive Guide for Consultants to Get Paid What They Deserve is a revolutionary guide that unveils the secrets to commanding premium rates cultivating enduring client relationships and building a thriving consulting business In today s competitive landscape consultants face the challenge of ensuring they are fairly compensated for the value they deliver This book provides a roadmap to financial success guiding consultants through the intricacies of pricing strategies market dynamics and client psychology With Profitable Rates you will embark on a journey of transformation learning how to Articulate your unique value proposition and communicate it effectively Overcome objections with confidence and negotiate win win deals Establish clear expectations and manage client relationships with grace and professionalism Streamline operations automate tasks and create additional revenue streams Through real world case studies and success stories you will gain invaluable insights from consultants who have mastered the art of profitable pricing These stories serve as a testament to the power of valuing your expertise delivering exceptional service and building a loyal client base This comprehensive guide is more than just a book it is an essential resource for anyone seeking to elevate their consulting practice increase their earning potential and achieve lasting financial prosperity Embrace the principles outlined in Profitable Rates and you will unlock the door to a world of abundance and fulfillment Within these pages you will discover The mindset shift required to embrace value based pricing Effective strategies for negotiating profitable rates The art of managing client relationships for long term success Operational tips for streamlining your consulting business Inspiring case studies and success stories from top consultants Profitable Rates is your ultimate guide to achieving financial success as a consultant It is a must read for anyone seeking to take their consulting practice to the next level If you like this book write a review on google books      *Leader to Leader (LTL), Volume 59, Winter 2011* LTL (Leader to Leader),2010-12-28

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**Mastering Management Consultancy** Calvert Markham, 2019-09-13 Mastering Management Consultancy is a comprehensive guide for all consultants looking to provide a first class service to their clients and who wish to become expert practitioners Calvert Markham shows how consultants can develop their performance in a wide range of areas including Product development and marketing consultancy Selling and managing consultancy projects Consultancy problem solving Running a consultancy business Managing client relationship [IT Consultant Diploma - City of London College of Economics - 12 months - 100% online / self-paced](#) City of London College of Economics, Overview This course deals with everything you need to know to become a successful IT Consultant Content Business Process Management Human Resource Management IT Manager s Handbook Principles of Marketing The Leadership Information Systems and Information Technology IT Project Management Duration 12 months Assessment The assessment will take place on the basis of one assignment at the end of the course Tell us when you feel ready to take the exam and we ll send you the assignment questions Study material The study material will be provided in separate files by email download link [International Guide to Management Consultancy](#) Barry Curnow, Jonathan Reuvid, 2005-12-03 Now in its second edition this unique and authoritative guide provides a description of the management consultancy profession worldwide together with advice on how to choose and use its services effectively With contributions from leading practitioners the guide is essential reading for all purchasers of management consultancy services Part One identifies the parameters and definitions of management consultancy It presents overviews of the industry s origins and evolution the present status of the leading multinational management consultancies and some of the global forces shaping the development of management consultancy Part Two is devoted to ethics and best practice in management consultancy from a number of perspectives Central to these discussions is the international development of the Certified Management Consultant CMC qualification Part Three scrutinises the life of the client consultant relationship focusing on what clients can do to make the consultant s role effective and their working relationship productive Part Four comprises snapshots by leading practitioners of thirteen key consultancy fields ranging from strategy and marketing through change management and process re engineering to the newer disciplines of information and knowledge management in commerce ERP and e business Part Five consists of a general account of consulting in developing countries followed by profiles of 26 country by country management consultancy markets [Microsoft Power Platform Functional Consultant: PL-200 Exam Guide](#) Julian Sharp, 2020-12-04 Get up to speed with expert tips techniques and the latest insights to confidently take the PL 200 exam Key Features Learn effectively with the help of self assessment questions mock tests and detailed explanations in this up to date study guide Address the challenges faced by a functional consultant in day to day activities Understand how to configure customize and implement solutions based on Power Platform Book Description The Power Platform Functional Consultant Associate PL 200 exam tests and validates the practical skills of Power Platform users who are proficient in developing solutions by combining the tools in Power Platform and the

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