



Successful Consulting: Mastering the Five Challenges That Can Make or Break You as an Independent Consultant (Paperback)

By Fred Fisher

iUniverse, United States, 2005. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Success as a consultant is not the result of spontaneous combustion. It takes hard work, dedication, and perseverance. Successful Consulting: Mastering the Five Challenges that can Make or Break you as an Independent Consultant is the fuel to get aspiring and struggling consultants fired up and on their way to success. Authors and consultants Fred and Peggy Fisher detail five critical challenges that need to be conquered in order to build a successful consulting business. They include the following: Personal and professional readiness factors The financial reality of selling your skills and knowledge one day at a time Putting together a successful marketing and business development plan Honing a wide range of interpersonal, group, and technical communication skills Building sustainable client relationships Using their unique experiences in the profession, Fred and Peggy guide you through the process step-by-step. Successful Consulting: Mastering the Five Challenges that can Make or Break you as an Independent Consultant will help you discover your potential and tap your inner consultant. Don't wait another moment-achieve your consulting dreams today!.



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