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**Dinesh Bhargava**



## **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      Consultants Guide to Corporate Communication Dinesh Bhargava, 2025-02-20 Consultants Guide to Corporate Communication addresses the unique communication challenges consultants face from their first client engagement Whether in professional services accounting technology operations human resources manufacturing or marketing consultants drive constant change that must be communicated clearly to various audiences through diverse mediums While most business communication books cover basics like audience organization formatting and mechanics few focus specifically on consultants This book guides current and aspiring consultants through all project phases offering practical advice on written and oral communication Each chapter is detailed and knowledgeable helping consultants write and present to clients team members managers and partners It also provides insights on using technology for effective business communication Emphasizing the importance of understanding client needs and crafting feasible solutions the book ensures readers gain a solid grasp of corporate communication in consulting It s a valuable resource for new and seasoned consultants seeking to enhance their communication skills and project success      *Leader to Leader (LTL), Volume 59, Winter 2011* LTL (Leader to Leader), 2010-12-28      Management Consultancy F. Czerniawska, 2016-01-13 This book is a substantial re write of the author s earlier book on management consultancy that has established itself as a leading book on this topic This re write focuses upon the analysis of the impact of e business on the consulting industry as well as examining the changing structure of the industry and emerging segmentation It also includes recent material on the efforts of consulting firms to manage knowledge more effectively and includes new and more examples and interviews      *Start an Authority-Based Consulting Business: How to Get Paid for Advice* Simon Schroth, 2025-04-05 If you have specialized knowledge you can turn it into a consulting business that pays well and offers great flexibility Start an Authority Based Consulting Business shows you how to position yourself as an authority in your niche and monetize your advice effectively This book provides actionable strategies for building a successful consulting business from attracting high paying clients to

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