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Maximizing the Value of Consulting Jack J. Phillips, William D. Trotter, Patricia Pulliam Phillips, 2015-06-15 Provide organized efficient relevant consulting with lasting value Maximizing the Value of Consulting is an indispensable practical guide for managing measuring and delivering the results that make internal and external consulting a lasting value to clients and the company Sponsored by the ROI Institute and the Association of Internal Management Consultants this book provides a roadmap to relevance for consultants operating in the increasingly fast paced changing dynamic environment Readers will learn how to use resources properly and manage the investment efficiently while truly connecting to the business securing appropriate levels of commitment and providing adequate levels of support Detailed coverage includes guidance toward calculating the value of consulting in terms that executives understand including business impact and ROI and using the appropriate tools to show how things are working throughout the process Whether organizations are using internal or external consultants or both consultants can provide better value to the company Consultants are needed to provide advice support and insight into the processes undertaken to improve the business and integrate the input of different functional units into a more streamlined strategy This book is designed to help consultants provide the utmost value to clients by maximizing organization efficiency and ultimately ROI Manage for value with better organization and cost control Set objectives at multiple levels to deliver useful results Measure implementation impact ROI and intangibles Use final results to drive appropriate actions creating lasting value The skyrocketing need for internal and external consultants will continue in almost every functional area ranging from HR and technology to auditing and risk management Maximizing the Value of Consulting provides a manual for relevant value driven consulting with world renowned expert insight

Building A Successful Consulting Practice (In

Action Case Study Series) Patricia Pulliam Phillips, 2023-05-26 Consulting is one of the fastest growing occupational groups in business today For many talented individuals around the world starting a consulting practice offers great opportunity for income growth and job satisfaction Yet consulting does have its unique set of challenges including lack of professional respect from potential clients and a high business failure rate This book Building a Successful Consulting Practice will be helpful to anyone starting down this exciting and challenging road It presents 12 case studies that analyze the success of consulting organizations This book focuses particularly on small consulting practices and specifically on those consulting practices closely related to the field of human resource development You will find value in this book no matter where you are in the process of starting or running a consulting practice No matter how you plan to use this book the impressive group of contributors represented in this collection of case studies will be invaluable as you work to achieve your own level of success in the consulting business

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authors describe how by analyzing patterns in big data small data and dark data cognitive technologies can detect human behavior and suggest options for personalizing of products and services The book studies companies in industries such as automotive airline health care retail wealth management and litigation who have adopted these approaches Presents applications of cognitive computing and cognitive management used in augmenting and empowering business decisions Shows how to employ the Internet of Things in businesses using a cognitive management framework Discusses technical aspects and alternatives to traditional tools algorithms and methodologies in cognitive computing

Capacity Development in Practice Jan Ubels, Naa-Aku Acquaye-Baddoo, Alan Fowler, 2010 First Published in 2010 Routledge is an imprint of Taylor Francis an informa company

Performance Consulting William J. Rothwell, 2013-12-16 Performance Consulting If organizations are to be successful they must improve individual and organizational performance in order to establish and maintain a high performance workplace develop intellectual capital promote productivity and ultimately enhance profitability Performance Consulting reveals how to distinguish between the signs and symptoms of productivity problems from the underlying root causes and find the most ethical and cost effective solutions to solve those problems The book is written for performance consultants HR professionals and any leader who want to fulfill the role of a performance consultant in order to develop more productive workers and create a globally competitive organization Filled with illustrative examples from giants in the field of human performance technology the book describes the skills needed in order to become an effective performance consultant Step by step the author clearly shows how to uncover and deal with challenges and opportunities to improve human performance of organizations by analyzing their present and envisioning their future The book offers vital information for examining an organization s present conditions that are associated with data collection and analysis methods It also describes how to foresee future conditions of an organization associated with relevant sources in order to determine their future course Performance Consulting includes guidelines for implementing performance improvement solutions which are often identified as performance improvement interventions The book explains which approaches can offer the solutions that are likely to be most cost effective timely ethical and socially responsible No matter what size your organization or your current job responsibilities Performance Consulting offers the strategies and information needed to become a dynamic performance consultant

How to Succeed as an Independent Consultant Herman Holtz, David Zahn, 2004-03-22 Publisher Description

Digital Transformation of the Consulting Industry Volker Nissen, 2017-12-28 This book discusses the opportunities and conditions that digital technology provides to extend innovate and differentiate the services offered by consulting companies It introduces suitable artefacts like web based consulting platforms consulting applications semantic technologies and tools for data mining and collaboration Furthermore it examines concepts to evaluate the virtualization of consulting processes and showcases how solutions can be developed to blend traditional and digital consulting models Presenting state of the art research and providing a comprehensive overview of the methods and

techniques needed for digital transformation in the consulting industry the book serves as both a guide and a roadmap for innovative consulting companies *Creative Consulting* Anthony F. Buono,2006-08-01 Human Resource Management in Consulting Firms Michel E. Domsch,Elena Hristozova,2006-04-22 Human resources are one of the most central strategic assets in the consultancy industry ensuring competitive advantage and organizational success Due to this important issue access to hr related information is relatively restricted This book presents insider reports from high profile international consultancies which allow practitioners scholars and graduates to gain an authentic insight into the people management in business consulting Additionally to the overview of existing hr systems the book provides details of practices dealing with issues such as value oriented corporate culture gender diversity management employability leadership development knowledge management and employer branding **Principles and Practices of Professional Consulting** Steven C. Stryker,2011-01-16 Although consultants influence the outcome of major endeavors in the fields of management finance government and engineering few attempts have been made to establish the tenets and techniques of consulting In *Principles and Practices of Professional Consulting* author Steven C Stryker outlines the basic tools required of this critical skill In doing so he looks into the history of consulting the consulting process itself and the key practical skills and techniques that are needed for successful consulting Case examples based on real life situations aptly demonstrate the applicability of the material to current consulting activities After introducing the topic and presenting some background information this book goes through the process of consulting from meeting and securing clients to planning and implementing a proper strategy to terminating and evaluating assignments It provides techniques and principles at each stage of the process which are sure to improve one s consulting practice This book presents much crucial information that can be immediately used by professionals and students in various disciplines It is both comprehensive covering all the essential aspects of professional consulting by uniting theory and practice into a single resource and accessible presenting this information in a clear cut manner that allows it to be easily used by anyone wishing to learn more about the important art of professional consulting Planning and Conducting Management Audits and Studies United States. Army. Management Engineering Training Activity,1980

Humble Consulting Edgar H. Schein,2016-04-04 Organizations face problems today that are too messy and complicated for consultants to simply play doctor run a few tests offer a neat diagnosis of the problem and recommend a solution With the pace of change accelerating and globalization and specialization adding new layers of complexity there is no time for diagnoses Canned answers from outsiders have become useless Well meaning consultants often end up working on the wrong problem misunderstanding the client organization s culture or ignoring the fact that constant change makes today s solutions obsolete tomorrow In *Humble Consulting* Edgar Schein outlines the basics of a new approach He argues that consultants and coaches have to jettison the old idea of professional distance and work with their clients in a more personal way emphasizing authentic openness curiosity and humility Schein shows how to create an atmosphere of genuine trust and caring so that

clients can share what's really on their minds. Consultants and clients can then jointly discover what needs to be done. Working together from the outset like this speeds things up as it obviates the need for elaborate diagnostic tests and avoids solutions that might look good on paper but don't fit an organization's on-the-ground reality. Schein draws deeply on his own decades of experience, offering over two dozen case studies that illuminate each stage of the humble consulting process. Just as he did with Process Consultation nearly fifty years ago, Schein has once again revolutionized the field, enabling consultants to be more genuinely helpful and vastly more effective.

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