

SHENSON ON CONSULTING

**SUCCESS STRATEGIES
FROM THE
"CONSULTANT'S
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HOWARD L.
SHENSON,
CMC

Shenson On Consulting

Howard L. Shenson



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Shenson on Consulting Howard L. Shenson,1990-08 Based on Howard Shenson s wide ranging expertise it gives you a real life no holds barred account of what it s really like to go out on your own and fight to survive and succeed in the consulting business Covers every phase of consulting from establishing the business and sales and marketing to proposals and presentations financial issues and client relations Shenson covers the latest trends in the industry as tracked by his well known newsletter Professional Consultant and Seminar Business Report and his many contacts in the business *Shenson on Consulting* howard l shenson,1990 *Howard L. Shenson Consulting Handbook* Howard L. Shenson,1982 *The Howard L. Shenson Consulting Handbook* Howard L. Shenson,1980 **Consulting** Howard L. Shenson,1986 **The Contract and Fee-Setting Guide for Consultants and Professionals** Howard L. Shenson,1990-01-16 Expert advice on how to strike a fair deal and command a fair price The Contract and Fee Setting Guide for Consultants Professionals No matter how knowledgeable you are in your field No matter how great your track record No matter how expert your advice or impressive your credentials you jeopardize your client base if you do not instill every phase of your practice with a consummate professionalism And for sharp clients the first clear signs of such a savvy professionalism are the ability to set fees at a fair market price and offer neat straightforward contracts with clearly delineated terms This book teaches you in a few days what it traditionally took people half a lifetime to learn through trial and error In writing it the author drew on his more than twenty years as a business consultant lecturer and author to offer you tips on how to ask for and get the fees you deserve and to establish contract terms that are in the best interests of you and your clients Throughout he shares his insider s expertise on Determining market value for your services Establishing per diem or per project rates and calculating overhead Advantages and disadvantages of various systems of fee setting and billing Six major goals of every contract Negotiating the contract and avoiding legal pitfalls *The Consulting Handbook* Howard L. Shenson,1989 *The Knowledge Creation Potential of Management Consulting* Francesco Ciampi,2008-06-02 The Knowledge Creation Potential of Management Consulting interprets management consulting from a knowledge perspective and proposes a general conceptual framework for investigating and interpreting that potential To begin with the main dynamics of change that characterize today s demand for management consulting is outlined and is it suggested that firms are becoming increasingly aware of the real cognitive rather than only the economic value generation potential that can be activated through the consulting relationship Also the possible pathways for evolutionary transformation of consulting practices models and roles that consulting firms could follow if they want to take advantage of the important changes that are taking place are looked at Next a definition of management consulting is proposed which aims to identify the distinctive ontological real essential and relatively stable features of this particular service and emphasizes the mainly cognitive nature of its value creation potential Furthermore two approaches to interpreting management consulting are discussed the diachronic approach and the

synchronic approach To conclude the theories interpreting knowledge creation processes as knowledge conversion processes are explained and applied to the specific context of management consulting relationships **Consulting Handbook**

Howard. L. Shenson,1982-08-01 Getting Started in Speaking, Training, or Seminar Consulting Robert W. Bly,2002-03-14

How to make a living speaking training and running workshops and seminars Expert Bob Bly shares his secrets for earning 1 000 to 5 000 aday or more as a self employed speaker lecturer or trainer Heshows readers step by step everything they need to know to becomepolished speakers create winning presentations find a marketniche set fees get bookings and much more Aspiring speakerswill learn about the corporate training market who buys training what the hot topics are how to package and sell training courses and what to charge Bob Bly Dumont NJ is an independent copywriter advertisingconsultant bestselling author popular lecturer and highlysuccessful trainer

This book delves into Shenson On Consulting. Shenson On Consulting is an essential topic that must be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Shenson On Consulting, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:

- Chapter 1: Introduction to Shenson On Consulting
- Chapter 2: Essential Elements of Shenson On Consulting
- Chapter 3: Shenson On Consulting in Everyday Life
- Chapter 4: Shenson On Consulting in Specific Contexts
- Chapter 5: Conclusion

2. In chapter 1, the author will provide an overview of Shenson On Consulting. This chapter will explore what Shenson On Consulting is, why Shenson On Consulting is vital, and how to effectively learn about Shenson On Consulting.
3. In chapter 2, this book will delve into the foundational concepts of Shenson On Consulting. The second chapter will elucidate the essential principles that need to be understood to grasp Shenson On Consulting in its entirety.
4. In chapter 3, this book will examine the practical applications of Shenson On Consulting in daily life. The third chapter will showcase real-world examples of how Shenson On Consulting can be effectively utilized in everyday scenarios.
5. In chapter 4, this book will scrutinize the relevance of Shenson On Consulting in specific contexts. This chapter will explore how Shenson On Consulting is applied in specialized fields, such as education, business, and technology.
6. In chapter 5, the author will draw a conclusion about Shenson On Consulting. The final chapter will summarize the key points that have been discussed throughout the book.

This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Shenson On Consulting.

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