Record Nr. UNINA9910453983803321 Autore Nelson Bob <1956-> Titolo Consulting for dummies [[electronic resource] /] / by Bob Nelson and Peter Economy Pubbl/distr/stampa Hoboken, N.J., : Wiley Chichester, : John Wiley [distributor], 2008 **ISBN** 0-470-38612-6 Edizione [2nd ed.] Descrizione fisica 1 online resource (386 p.) Collana For dummies Altri autori (Persone) **EconomyPeter** Disciplina 001 658.46 Soggetti **Business consultants** Consultants Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Previous ed.: Foster City, Calif.: IDG, 1997. Nota di contenuto Consulting for Dummies, 2nd Edition; About the Authors; Dedication; Authors' Acknowledgments; Contents at a Glance; Table of Contents; Introduction; Part I: So You Want to Be a Consultant; Part II: Getting Your Consulting Business Off the Ground; Part III: The Short Course in Consulting; Part IV: Selling Your Consulting Services; Part V: Taking Care of Business; Part VI: Taking Your Consulting Business to the Next Level; Part VII: The Part of Tens; Index Consulting For Dummies, 2nd Edition includes a reorganization and Sommario/riassunto narrower focus of the topic, with new or updated information that delves into the specifics of running your own consulting business. There is greater emphasis on the business of consulting, along with financial and legal issues involved in setting up a consulting business, deepening coverage of consulting proposals, and entirely new chapters on higher-level consulting issues that more-established consultants

are demanding.