1. Record Nr. UNINA9910460114703321 Autore Stryker Steven C Titolo Principles and practices of professional consulting [[electronic resource] /] / Steven C. Stryker Lanham, MD,: Government Institutes, 2010 Pubbl/distr/stampa **ISBN** 1-282-92283-1 9786612922831 1-60590-722-7 Descrizione fisica 1 online resource (313 p.) Disciplina 001 658.46 Soggetti Consultants **Business consultants** Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Includes bibliographical references and index. Nota di bibliografia Nota di contenuto Preface; Acknowledgments; Chapter 1; Chapter 2; Chapter 3; Chapter 4; Chapter 5; Chapter 6; Chapter 7; Chapter 8; Chapter 9; Chapter 10 Although consultants influence the outcome of major endeavors in the Sommario/riassunto 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

situations aptly demonstrate the applicabilit

needed for successful consulting. Case examples based on real-life