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Autore	Freedman Arthur M. <1937->
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Don't Confuse Experience with Competence Summary; 6. The Selection Interview; Avoiding Mistaken Identity; Doing Continuous Self-Assessment; Preparing for the Interview; Participating in the Selection Interview; Summary; 7. Consulting Proposals and Contracts; Proposals; Contracts; Summary; 8. Management of Change; Managing Implementation; Change Resisters and Change Seekers; Resistance to Change; Responses to Change Stimuli; Plans for Complex Systems Change; Formula for Facilitating Effective Change; Summary; 9. Consultant Ethics; Values of OD Consultants; The Ethical Dilemma An Integrated Code of Professional Conduct Summary; References; About the Authors; About the Editors; Index

Sommario/riassunto

Chart your path in the consulting jungle! Finding Your Way in the Consulting Jungle--a book in The Practicing Organization Development series--offers OD consultants the information and guidance they need to understand their place in the consulting network, differentiate themselves from other types of consultants, and work with both clients and colleagues to make sure everyone's needs and expectations are met. Finding Your Way in the Consulting Jungle offers practical advice on how to: Differentiate and market yourself Interview prospective clients Write proposals
