

1. Record Nr.	UNINA9910830658903321
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Titolo	Getting started in consulting [[electronic resource] /] / Alan Weiss
Pubbl/distr/stampa	Hoboken, N.J., : John Wiley & Sons, 2009
ISBN	1-282-03113-9 9786612031137 1-118-25815-0 0-470-45497-0
Edizione	[3rd ed.]
Descrizione fisica	1 online resource (321 p.)
Disciplina	001 658.46
Soggetti	Business consultants Consultants - Marketing
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index. "Completely updated".
Nota di contenuto	Establishing goals and expectations (including your own) -- Physical space and environmental needs -- Sorting out the legal, financial, and administrative first -- Marketing 101 -- Advanced marketing -- Initiating the sales process and acquiring business -- Closing the sale -- Establishing fees -- Moving to the next level -- Giving yourself permission to succeed -- The quick start.
Sommario/riassunto	The Unbeatable, Updated, Comprehensive Guidebook For First-Time Consultants Getting Started In Consulting More people than ever are making the jump from corporate offices to home offices, taking control of their futures, being their own bosses, and starting their own consultancies. Consulting is a bigger business than ever and growing every day. For almost a decade, Alan Weiss's Getting Started in Consulting has been an indispensable resource for anyone who wants to strike out on his own and start a new consulting business. It provides a rich source of expert advice and practical