

1. Record Nr.	UNINA9910958856503321
Autore	Nelson Bob <1956->
Titolo	Consulting for dummies / / by Bob Nelson and Peter Economy
Pubbl/distr/stampa	Hoboken, N.J., : Wiley Chichester, : John Wiley [distributor], 2008
ISBN	9780470386125 0470386126
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
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
Sommario/riassunto	Consulting For Dummies, 2nd Edition includes a reorganization and 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.