

1.	Record Nr.	UNISOBSOB00000003159
	Autore	Lugli, Adalgisa
	Titolo	Guido Mazzoni e la rinascita della terracotta nel Quattrocento / Adalgisa Lugli
	Pubbl/distr/stampa	Torino, : Allemandi & C., 1990
	ISBN	8842202789
	Descrizione fisica	368 p. : tavv. ; 30 cm
	Collana	Archivi di arte antica
	Lingua di pubblicazione	Italiano
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
2.	Record Nr.	UNINA9911019879203321
	Autore	Weiss Alan <1946->
	Titolo	Getting started in consulting / / Alan Weiss
	Pubbl/distr/stampa	Hoboken, N.J., : John Wiley & Sons, 2009
	ISBN	9786612031137 9781282031135 1282031139 9781118258156 1118258150 9780470454978 0470454970
	Edizione	[3rd ed.]
	Descrizione fisica	1 online resource (321 p.)
	Disciplina	001 658.46
	Soggetti	Business consultants Consultants - Marketing Electronic books.
	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