



Consulting 101: 101 Tips for Success in Consulting

By Lew Sauder

Paperback. Condition: New. 254 pages. Consulting is an exciting and challenging career that provides abundant opportunities for success. Consulting firms hire bright people with business knowledge directly out of college or with industry experience to help their clients solve business problems. In addition to business knowledge, new consultants also need to know critical skills such as: - Client relationship management- Expectation Setting- Effective communication- How to sell consulting services- Successful career management techniques- How to handle difficult clients- Effective meeting facilitation - And much more Consulting 101 provides you with 101 useful tips to optimize your professional performance and jump-start your consulting career for success. This item ships from multiple locations. Your book may arrive from Roseburg,OR, La Vergne,TN. Paperback.



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