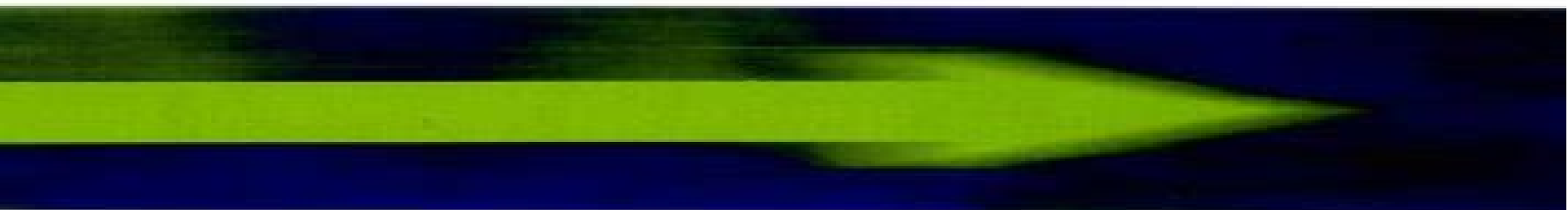


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# High Impact Consulting How Clients And Consultants Can Work Together To Achieve Extraordinary Results

**David Crowther, Geoff Lancaster**



## **High Impact Consulting How Clients And Consultants Can Work Together To Achieve Extraordinary Results:**

High-Impact Consulting Robert H. Schaffer, 2002-03-01 In this new and revised edition of the landmark book High Impact Consulting Robert H Schaffer reveals how senior managers unwittingly collude with their consultants to perpetuate the great waste inherent in the five fatal flaws of conventional consulting Drawing on his own work with companies Motorola Rio Tinto IBM General Reinsurance Corporation The World Bank and other successful organizations Schaffer offers a field tested approach to working with consultants that has proven to get results He identifies the key elements of an effective project design particularly that project objectives are defined in terms of client results rather than just consultant deliverables The process enables clients to be certain that the work is carried out in ways that ensure success **Powerful Professionals**

Murray Hiebert, 2007-02-22 If you are a professional working in an organization this is the book you've been waiting for Chock full of checklists dos and don'ts models assessments worksheets and flowcharts this book is designed to help you market your skills sell your ideas and proposals secure client commitment to action establish 50/50 partnerships with managers establish powerful professional roles make client resistance work for you Using these skills effectively you will experience increased impact and career satisfaction while being viewed as a valued core member of your organization This practical down to earth how to book will become your constant reference It also offers you the unique opportunity to rate yourself against the world's largest database of client/customer feedback With this book as your Success Guide turn your Expertise into Results *Human Performance Improvement* William J. Rothwell, Carolyn K. Hohn, Stephen B.

King, 2012-06-14 Today's dynamic organizations must achieve positive results in record time a challenge that requires managers to avoid problems before they arise and to solve these issues quickly Human Performance Improvement HPI is a powerful tool that can be used to help build intellectual capital establish and maintain a high performance workplace enhance profitability and encourage productivity as well as increase return on equity and improved safety Written by a group of highly respected authors in the field this book will show you how to discover and analyze performance gaps plan for future improvements in human performance design and develop cost effective interventions to close performance gaps

**Guerrilla Marketing for Consultants** Jay Conrad Levinson, Michael W. McLaughlin, 2011-01-06 Trusted advice on successful consulting from the authors of the bestselling Guerrilla Marketing series Consulting is entering the era of the guerrilla client buyers with a glut of information at their fingertips and doubts about the value consultants add Guerrilla Marketing for Consultants is the first book to reveal how guerrilla marketing can transform today's challenges into golden opportunities for winning profitable work from the new breed of consulting clients Packed with information this step by step guide details the 12 marketing secrets every consultant should know the anatomy of a marketing plan Web sites sources of free publicity direct mail marketing winning proposals and more Jay Conrad Levinson San Rafael CA is the Chairman of the Board of Guerrilla Marketing International and the author or coauthor of more than 30 books including the bestselling

Guerrilla Marketing series Michael W McLaughlin Mill Valley CA has been a partner with Deloitte Consulting since 1994

Business and Management Consulting Louise Wickham, Jeremy Wilcock, 2020-03-09 Gain consulting insights into business decision making in today's environment Business and Management Consulting 6th Edition by Wickham and Wilcock first published as Management Consulting over 20 years ago to guide students through the consultancy process This edition renamed Business and Management Consulting reflects the way in which the consulting world has changed over the past two decades new digital technologies have made information more accessible and changed the way businesses have to operate so management consultants need to have a wider view of their client company Management consulting remains a popular career choice but undertaking a consulting project for the first time can seem daunting for a student or new professional This book continues to offer a practical guide to balancing theory and practice while also giving tips and techniques to the more seasoned practitioner so is ideal for anyone who is undertaking a consulting project This is delivered from the accumulated knowledge and insight of the authors and contributors who all have been consultants The 6th Edition has been revised to reflect how new technologies for communication and information gathering have changed the way in which consultants operate It also includes more insights into how businesses take decisions that impact consulting projects in today's faster paced more volatile environment Key features A comprehensive introduction to the best practice in conducting a consulting project Key insights into how best to tackle the challenges that arise Case studies from across a wide range of industries at the end of each chapter and a long case study running throughout the book Help in choosing and developing a career in consultancy Extensive references and further reading to underpin a student's knowledge In the Preface several pathways are provided for the different types of project a student may be required to undertake taking into account their academic level and previous experience Throughout the chapters the key ideas are highlighted to aid the reader in navigating the book New to this edition More information on how to sell a consulting project Further detail on ways to manage the project tasks with specific tools Specific tools for analysis of digital communications such as websites and social media Techniques for minimising the risks the consultant may face New case exercises based on real consulting projects to put tools and techniques into practice Louise Wickham has over 35 years business experience both within companies and as a consultant working for a wide range of consumer facing businesses and the not for profit sector Jeremy Wilcock is Lecturer in International Marketing at the University of Hull He has 27 years industrial experience with a major multi national where he worked on numerous internal consultancy projects He has lectured regularly in subjects including strategic management and business analysis at undergraduate and postgraduate level and has supervised student consulting projects Pearson the world's learning company *Are You Ready to Succeed?* Srikumar S. Rao, 2006-01-01 Whether you're looking for personal financial or career support this carefully curated guidebook will help you get your life on track and prepared to reach all your goals The premise is simple A person's ideal life especially their career can be carefully conceived and crafted Based on Dr

Rao's popular course Creativity and Personal Mastery at Columbia University's Graduate School of Business this book offers a series of readings exercises and lessons drawn from both spiritual and commercial situations that enable you to reconstruct and improve your professional world This transformation will turn your life around and help you become exponentially more effective in your chosen career and thereby flourish in all aspects of your life Whether you are questioning the value of money or the core values of your life this book is a powerful tool that will help you to discover the purpose that can suffuse your life and bring stars to your eyes

**Consulting Mastery** Keith Merron, 2005-06 The author of *Riding the Wave* Designing Your Organization for Enduring Success offers readers a master plan for becoming a leading consultant to corporations hungry for meaningful change

The Changing Paradigm of Consulting Anthony F. Buono, Ralph Grossmann, Hubert Lobsenz, Kurt Mayer, 2011-05-01 The 13th volume in the RMC series The Changing Paradigm of Consulting is based on the best papers presented at the Academy of Management's Management Consulting Division's fourth international conference 2009 on the underlying dynamics within the fast paced world of business and management consulting Held in Vienna Austria the conference brought together academicians consultants and organizational practitioners to examine the changes taking place within the consulting field The book's 19 chapters are divided into five sections that explore the emergence and implications of this new paradigm delineating and illustrating the paradigm shift taking place within consulting exploring the ramifications for global consulting examining the challenges inherent in attempts to capture collaboration and cooperation in inter organizational networks analyzing the push toward the professionalization and professionalism of consultancy and assessing new approaches to management consulting focusing on innovative instruments tools and intervention frameworks The book captures the myriad complexities and uncertainties faced by consultants and their clients and the concomitant search for appropriate mindsets attitudes and orientations as well as methods tools and techniques As each of the chapters indicates while there are significant challenges facing the consulting industry there are also a number of promising frameworks and approaches that can help us successfully meet these challenges

**Nonprofit Consulting Essentials** Penelope Cagney, Alliance for Nonprofit Management, 2010-09-28 Consultants are playing an increasingly important role in the challenging world of nonprofits Yet despite the demand for consulting services nonprofit professionals often lack the necessary insight into how best to choose and work with a consultant Nonprofit Consulting Essentials is a vital resource both for nonprofit leaders selecting and working with a consultant to guarantee the best use of their agency's resources as well as consultants seeking a clear understanding of the more subtle dynamics that define a successful consulting practice working with social sector organizations Drawing on Penelope Cagney's years of experience as a top level nonprofit consultant Nonprofit Consulting Essentials is filled with keen insights and in depth interviews with the founders and leaders of influential consulting firms Throughout the book Cagney outlines a number of concrete consulting strategies that can serve as additional tools for managers seeking to resolve complex organizational development issues

Nonprofit Consulting Essentials also offers recommendations to nonprofit leaders and consultants to make their relationship the best it can be. Once a solid alliance is formed, they can tackle complex organizational challenges together such as fundraising and marketing governance and management and organizational development. Cagney explores what it takes to make the consulting experience a success and covers vital topics such as the key differences between consulting with nonprofits versus for-profit organizations, the primary areas of nonprofit consultation, making the consulting relationship work, the special ethical considerations of consulting in the sector, and understanding emerging trends in consulting. Nonprofit Consulting Essentials reviews the best practices and thinking in the nonprofit consulting practice, providing leaders and consultants a way to ensure a robust organization in the future.

Performance Consulting Dana Gaines Robinson, James Robinson, 2008-04-01. In 1995, the first edition of *Performance Consulting* introduced a concept which has since become a cornerstone of the human resource, learning, and organizational development fields. Training and HR solutions do not take place in a vacuum but must be tied to an organization's business goals. Performance consulting is a process in which a client and consultant partner to achieve business goals by optimizing workgroup performance. In this updated edition, Dana and Jim Robinson draw on what they've learned since the first edition was published twelve years ago, providing both a robust conceptual framework and improved tools and techniques to help the reader move from the traditional role to that of a Performance Consultant. They show readers how to form partnerships with management, help to identify performance required to ensure that business goals are achieved, and assist management in taking actions needed for performance to change. They also illustrate the how-to's for assisting management to identify the performance required to achieve business goals and determining the degree to which the work environment supports and encourages the performance required. Effective HR and learning consultants master both the science—the analytical and assessment techniques—and the art—the consultative and partnering practices of performance consulting. For the science of performance consulting, dozens of analytic tools, templates, and assessment techniques are provided in the book. Regarding the art, the Robinsons describe the concepts and practices of ACT (building Access, Credibility, and Trust) with business managers. In addition, two brand-new chapters are dedicated to the skills of reframing requests for solutions into discussion of business goals and performance requirements, and initiating business goals discussions with business managers and identifying strategic opportunities to partner with those managers in a proactive manner. *Performance Consulting Toolkit*. The second edition of *Performance Consulting* references graphic and adaptable tools that can be downloaded to support the performance consulting work. The Robinsons describe these tools, which are available to purchase and download from this product page. See the Table of Contents link for the full listing of the tools. Some tools in Adobe PDF can be printed and shared; others in Microsoft Word can be adapted to your specific needs and application requirements.

*Consulting in Uncertainty* Ann Brooks, Kathy Edwards, 2013-11-07. The traditional model of consulting places an emphasis on diagnosing a problem and finding a cure. But in today's business world,

of globalized organizations rapid knowledge proliferation and the intertwining of economies that approach is becoming less and less viable problems are quickly redefined new knowledge and ownership of that knowledge is constantly surfacing and being challenged and no solution is a permanent solution Consulting in Uncertainty articulates a model of consulting that addresses the uncertainty and interconnectedness of the world in a post industrial knowledge era Emphasizing outcomes and inquiry over diagnosis Brooks and Edwards outline this new consulting model as well as the skills consultants must bring to the table in any uncertain and dynamic environment Integrating practical knowledge with scholarship this book covers skills such as Relational skills and the consulting relationship Cultural awareness and related skills Contextual analysis Facilitating inquiry Collecting and efficiently analyzing data or information Consultants and students of consulting as well as managers teachers counselors and even parents will find this book enlightening and useful in navigating today s uncertain world

Research Methods in Management Geoff Lancaster,2007-06-01 Written specifically for the Research Methods aspect of an MBA course Research Methods in Management is the ideal companion for those needing guidance on carrying out a research project The author offers a succinct guide to the topic which provides MBA and Business Students with the necessary grounding in the area of research without going into too much depth The text is therefore written with modular courses in mind so that students gain an overall perspective of the important areas that need consideration and can ascertain the key points they need to be aware of when carrying out research Dissertations and projects form an integral part of many MBA and degree courses and therefore guides such as this are becoming invaluable when tackling this area for the first time Research Methods in Management approaches the research task in a step by step manner covering areas such as data collection observational methods and data analysis Guidance is provided on the best way to approach aspects of the research process and to ensure all aspects are adequately covered As this is an area where many students feel they do not have any experience a text such as this provides the necessary support in approaching this area of the course **Rapid Results!**

Robert H. Schaffer,Ronald N. Ashkenas,2011-01-13 Rapid Results shows how to make large scale changes succeed by using 100 day results producing projects to develop this vital implementation capability Written by Robert H Schaffer Ronald N Ashkenas and their associates leaders in the field of change management Rapid Results describes an approach that has been field tested by real organizations of every size and description to improve performance and speed the pace of change Rapid results projects produce results quickly introduce new work patterns and enable participants to learn a variety of lessons about managing change Step by step the book describes how the use of rapid cycle or 100 day projects will multiply your organization s power to succeed at large scale change Schaffer and Ashkenas specifically outline the concept behind 100 day projects and show you how to Set up the architecture to implement rapid results projects Improve operational performance and also attain hard results in the soft areas of management Build rapid results into major organizational change such as reorganization acquisition integration and international development Use rapid results to drive leadership development and

culture change *Harvard Business Review*, 2002      **Strategic Business Partner** Dana Gaines Robinson, 2009-01-09 You will note our reference to Human Resources and the term HR. We are viewing this area in its broadest sense inclusive of the HR Learning and OD disciplines practiced today. Essentially this book is written for people who work in the people side of any organization for profit not for profit and public. This book is written from the perspective of someone who works within an organization whether that organization is small or large. However most of the techniques and practices are relevant to those individuals who work externally in a consultative role.

**Research in Organizational Change and Development** Abraham B. (Rami) Shani, Debra A. Noumair, 2015-06-29 Over 22 Volumes and 25 years the Research in Organizational Change and Development series has offered publication outlets for papers addressing a wide array of topics related to organization development interventions and research.

**Research Methods** David Crowther, Geoff Lancaster, 2012-05-23 This is the ideal companion for those needing guidance when carrying out a research project in a management or a business related subject. The text is succinct and concise written with modular courses in mind for the reader to quickly gain an overall perspective of the fundamental areas and identify the key points that need to be addressed. This clear and practical book also covers the requirements of more general areas of business research and consultancy. New to this edition is a chapter devoted to the analysis of qualitative data an area many students find they want to focus on. A new accompanying student website also gives practical guidance on some of the problems students face assistance with writing a research proposal the structure of a dissertation collecting data how much is enough citing references links to other resources. Dissertations and projects form an integral part of many MBA and degree programmes and this text is invaluable when tackling this area for the first time. The authors approach the research task in a step by step manner covering areas such as data collection observational methods and data analysis.

**Winning the Professional Services Sale** Michael W. McLaughlin, 2009-08-06 An innovative approach to winning more profitable sales in the growing professional services industry. In recent years professional services providers have had to rethink their sales methods and adapt to profound changes in the way clients buy services. In response *Winning the Professional Services Sale* argues for fundamental changes in the seller's mindset and sales strategies. Rather than pressing the sale salespeople must help clients buy the way that works best for each client. This new approach gives buyers what they now want in a services seller a consultative problem solver change agent and solution integrator all rolled into one. Author Michael McLaughlin presents a strategy for winning new business with a holistic approach to each client relationship. Only by fully understanding a sale from every angle including its impact on the client's business and career can salespeople thrive in the new era of the service economy.

**Alignment Strong** John Quinlan, 2020-10-13 In our modern unforgiving and complex global market environment this groundbreaking organizational change framework will allow you and your company to sustainably compete and thrive. In this inspirational guide ex CEO and road tested executive leadership coach John E. Quinlan takes you as a leader on a journey of self discovery. Years ago deep in the Utah desert near the end of a long



motorcycle trek Quinlan had a vision of perfect organizational alignment with da Vinci's Vitruvian Man at the core. This concept became Alignment Strong. Concise yet impassioned, this essential handbook clarifies the ten components of Quinlan's proven competitive leadership model by overlaying them on a depiction of da Vinci's ideal human form. As a result, the perfect organizational alignment converges with the ultimate individual alignment. By following the Alignment Strong framework, you will learn the importance of articulating your own change philosophy and applying a shared formula with deftness, finding vulnerability and courage by understanding your own personal power blind spots, CEO disease, career derailers, and resistance to change, integrating strategic and human-centric systems within your enterprise to increase organizational health, financial results, and competitive posture, aligning espoused core values with strategic vision, mission, leadership, team strategy, goals, and a performance management system while culturally imbedding an appetite for change. Utilizing research and advice from top business and thought leaders, as well as self-organizational and team assessments, Quinlan enables you to transform not only yourself but your company. Quinlan is recognized as an entrepreneurial polymath by Inc. magazine.

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