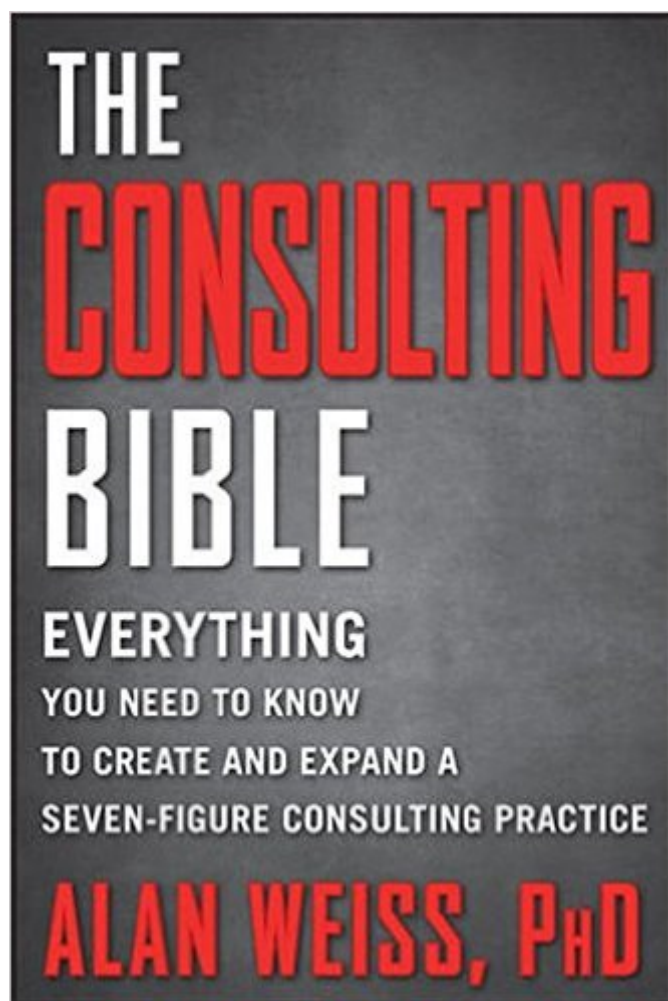


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# The Consulting Bible: Everything You Need To Know To Create And Expand A Seven-Figure Consulting Practice



## Synopsis

Everything you need to know about building a successful, world-class consulting practice Whether you are a veteran consultant or new to the industry, an entrepreneur or the principal of a small firm, The Consulting Bible tells you absolutely everything you need to know to create and expand a seven-figure independent or boutique consulting practice. Expert author Alan Weiss, who coaches consultants globally and has written more books on solo consulting than anyone in history, shares his expertise comprehensively. Learn and appreciate the origins and evolution of the consulting profession Launch your practice or firm and propel it to top performance Implement your consulting strategies in public and private organizations, large or small, global or domestic Select from the widest variety of consulting methodologies Achieve lasting success in your professional career and personal goals The author is recognized as "one of the most highly regarded independent consultants in America" by the New York Post and "a worldwide expert in executive education" by Success Magazine Whether you're just starting out or looking for the latest trends in modern practice, The Consulting Bible gives you an unparalleled toolset to build a thriving consultancy.

## Book Information

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## Customer Reviews

I hadn't read any of Weiss' works for a while, so I took a look at his so-called "bible". If this is a bible, I suggest a new religion. I was taken aback at how dated his commentaries are. Weiss came of age in consulting in the 80's and 90's, and it shows. By his own admission he was fired as president of a consulting firm in 1985. He obviously worked his CEO Rolodex for a long time, but I suspect all his contacts have long since retired, and it seems their replacements don't return his calls. He's also getting long in the tooth (he'll be 70 in a few years.) As others here have noted, he contradicts

himself constantly, and clearly hasn't engaged with corporate clients in quite some time. Some of his hypothetical, manipulative scenarios would have him shown the door (if he even got in) in no time. One of his blind spots - he is very dismissive of others who he perceives can't help him. That's not very smart - especially corporate gatekeepers. Those people can, and will, do everything they can to torpedo you if you talk down to them - and yet there is no need to do so. He is in life as he writes - I once overheard a phone conversation he had with the staff of one of his clients - I couldn't believe how rude and condescending he was. Consulting has changed dramatically since Weiss was in it. I've known, lots of consultants (and others who sell into the corporate environment) - dating back almost as long as Weiss. But only one consultant that is in the 'claimed' billing level of Weiss - and that consultant really doesn't do any of the things Weiss suggests. In other words, independent consulting is highly individualistic, and often due to unique circumstances. To say otherwise is naive and misleading. Weiss has some tidbits, but much of what he says represents a bygone era.

I run a consulting business, and really wanted to like this book. More important, I wanted to benefit a lot from this book. That didn't happen, for a number of reasons. First, to give due credit, there is some good material and advice in here. I did benefit from his advice on subcontracting and retainers. I haven't seen advice on those consulting topics much elsewhere, and his advice was insightful and practical. He also addressed ethical issues in consulting, which was good. I also decided to refine my approach to initial discussions & proposals with prospective clients based on his advice - so he deserves credit there, too. And for those starting out in consulting, the author does address fundamentals such as incorporation and insurance. But he also fills the book with topics that don't belong in such a book. We consultants don't need a book on consulting to lecture us on work/life balance any more than plumbers need a book on plumbing to tell them about that issue. The author also devotes a good deal of space to organizational development, conflict resolution, and other matters that most consultants DON'T consult on. Those were of no use or interest to me. His advice on some issues, such as copyright notices, was inaccurate and long out-of-date. And then there was the author's use of figures (charts, graphs, etc.). He used them frequently and poorly. Not only were most of the figures unnecessary and unclear as to their meaning, the author had the audacity to re-use them in multiple instances! In apparent attempts to be clever, much of his writing was unclear. (At the very least, an editor should have corrected that.) And some of his advice on consulting was simply BAD.

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