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The Secrets of Consulting: A Guide to Giving and Getting

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The Secrets of Consulting by Gerald Weinberg is a book about the learning and wisdom of Weinberg's consulting career. The Secrets of Consulting from the outset seems like it is specifically aimed at consultants or perhaps employees in larger corporations but as soon as you read it, you instantly become aware that this book contains advice and wisdom for your life.

The Secrets of Consulting: A Guide to Giving and Getting

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Consulting may be defined as the art of influencing people at their request. The

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Secrets of Consulting takes you behind the scenes of that art, explaining in detail why the world of consulting seems so irrational, and some very practical steps you can take to make it more rational. Topics include: Gaining control of change, marketing and pricing your services, what to do when they resist your ideas, and more.

The Secrets of Consulting: A Guide to Giving and Getting

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The Secrets of Consulting has been used in dozens of different fields. If you are a consultant, or ever use a consultant, this book is for

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The Secrets of Consulting a

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The Secrets of Consulting takes you behind the scenes of that art, explaining in detail why the world of consulting seems so irrational, and some very practical steps you can take to make it more rational. Topics include: Gaining control of change, marketing and pricing your services, what to do when they resist your ideas, and more.

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Secrets of Consulting I do consulting work on the side, and like many consultants, I'm never sure if I'm quoting the right billable rate. When I picked up this book several months ago, the first thing I did was turn to chapter 12, "Putting a Price on Your Head." Gerald Weinberg explains several

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The Secrets of Consulting: A Guide to Giving and Getting Advice Successfully

Paperback - Jan. 1 1986. by Gerald M. Weinberg (Author), Virginia Satir (Foreword)

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The Secrets of Consulting: A Guide to Giving and Getting

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Consulting is hard, and the secrets are guides to improving your success and

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survival rate, not any set of "magic wands". He addresses ways in which you can fail just as much as ways to succeed. In successive chapters, the book deals with the nature of consulting and the problems it can address, and how to develop your own mind so that your can see the problems and come up with possible solutions to them.

The Secrets of Consulting: A Guide to Giving and Getting

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Consultants should be reasonable rather rational, cultivate a paradoxical frame of mind and help clients solve their problems

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by themselves. Consulting is also mainly about change: A consultant will be called in either to foster or to prevent change.

Amazon.com: Customer reviews: The Secrets of Consulting: A ...

Widely acclaimed as a consultant's consultant, Gerald M. Weinberg builds on his perennial best-seller *The Secrets of Consulting* with all-new laws, rules, and principles. You'll learn how to fight burnout, stay curious, understand your clients, negotiate effectively, and much, much more.

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**More Secrets of Consulting:
The Consultant's Tool Kit
...
Successfully**

The Secrets of Consulting.
If you are a consultant, or
ever use a consultant, this
book is for you. The author
draws on his 50+ years of
consulting experience to
share his secrets about the
often irrational world of
consulting. "This is a great
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Parker Peevyhouse Parker
Peevyhouse returns to
discuss when a character
should break their own
rules, which results in
discussion of The
Mandalorian , Knives Out ,
and whether superhero movies
suck.

Secrets of Story - Cockeyed Caravan

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Here's a few of the many five-star reviews of The Secrets of Consulting: This is a wonderful book. The paperback version has been a valuable resource for many years. - Keith Pitty. I love this book for so many reasons not related to consulting.

The Secrets of Consulting - Email Author

?If you are a consultant, or ever use a consultant, this book is for you. The author draws on his 50+ years of consulting experience to share his secrets about the often irrational world of consulting. "This is a great book. Period! ...this advice

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is clearly applicable to more than just consulting; i...

?The Secrets of Consulting on Apple Books

The original "Secrets of Consulting" is probably one of the most important books in my collection, and I had great expectations of this follow-up volume. However, where the first book focuses outwards, largely on what a consultant does, the second book focuses in, much more on what a consultant is, and to my mind makes much less comfortable reading.

More Secrets of Consulting: The Consultant's Tool Kit

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More Secrets of Consulting by Gerald Weinberg is the followup to The Secrets of Consulting. Like its predecessor it is about the tricks of the trade of consulting. In More Secrets of Consulting, Weinberg turns the gaze from the external and how a consultant can act into the internal and how one can improve themselves.

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