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Successful Consultant

IN YOUR OWN FIELD

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HOW TO GET AND NEGOTIATE YOUR FIRST ASSIGNMENTS

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can cash in on your own experience?**

Hubert Bermont

Executive Director, American Consultants League

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Business of Consulting is candid practical and eminently useful Fine tuned to address the changes in today s business environment this vital resource outlines the basics for managing a consulting practice and shows how to Develop a business plan Market your business Charge for your services Build a client relationship Grow the business Ensure your continued professional growth Make money in the profession How to Become a Successful IT Consultant Dan Remenyi,2013-06-17

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