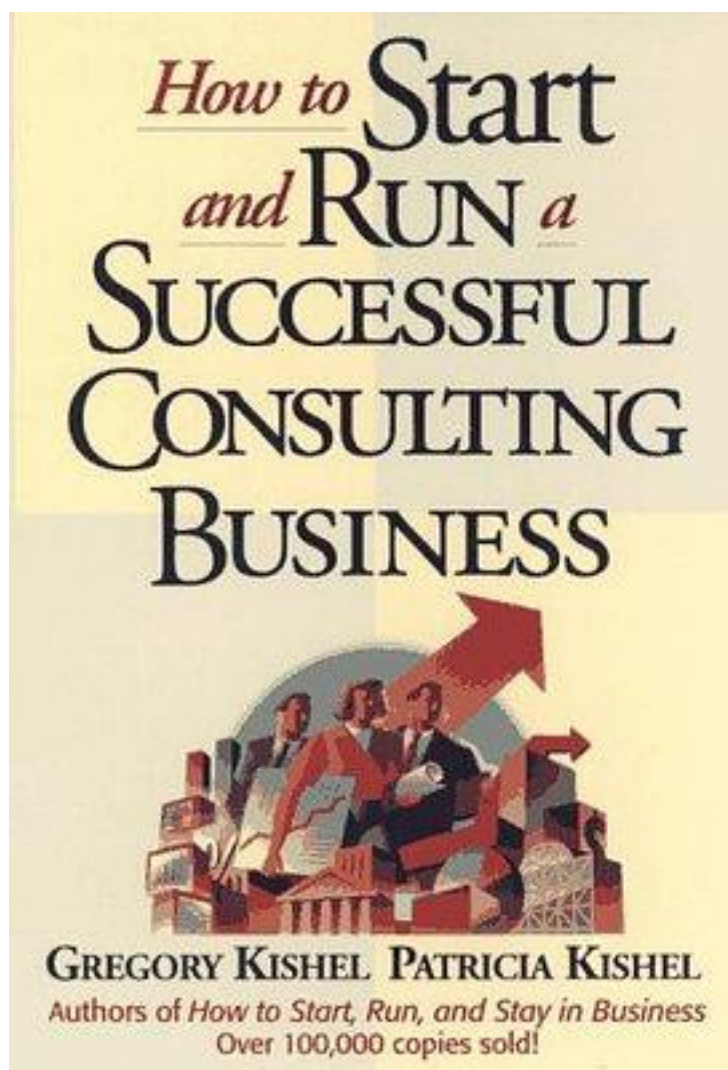


How to Start and Run a Successful Consulting Business



[How to Start and Run a Successful Consulting Business_ 下载链接1](#)

著者:Gregory F. Kishel

出版者:Wiley

出版时间:1996-01-19

装帧:Paperback

isbn:9780471125457

How to Start and Run a Successful Consulting Business

Written for anyone with ideas, information, or skills to sell, this invaluable guide shows you how to make the most of your talents, putting them to work for yourself and your clients. Drawing on their own experiences as management consultants, Gregory and Patricia Kishel offer down-to-earth advice on what it takes to succeed as a consultant, where the opportunities are, and the types of situations you are likely to encounter. Step by step, you will learn all the aspects of becoming an independent consultant, including:

How to choose a specific field and set up business

How to determine fees and market your services

How to get referrals and maintain good client relations

What kinds of insurance you should have

How to win government contracts, enter foreign markets,

and much more

Whatever your area of specialization, this indispensable book will give you the information you need to build and maintain a profitable consulting business.

作者介绍:

目录:

[How to Start and Run a Successful Consulting Business_ 下载链接1](#)

标签

评论

[How to Start and Run a Successful Consulting Business_ 下载链接1](#)

书评

[How to Start and Run a Successful Consulting Business_下载链接1](#)