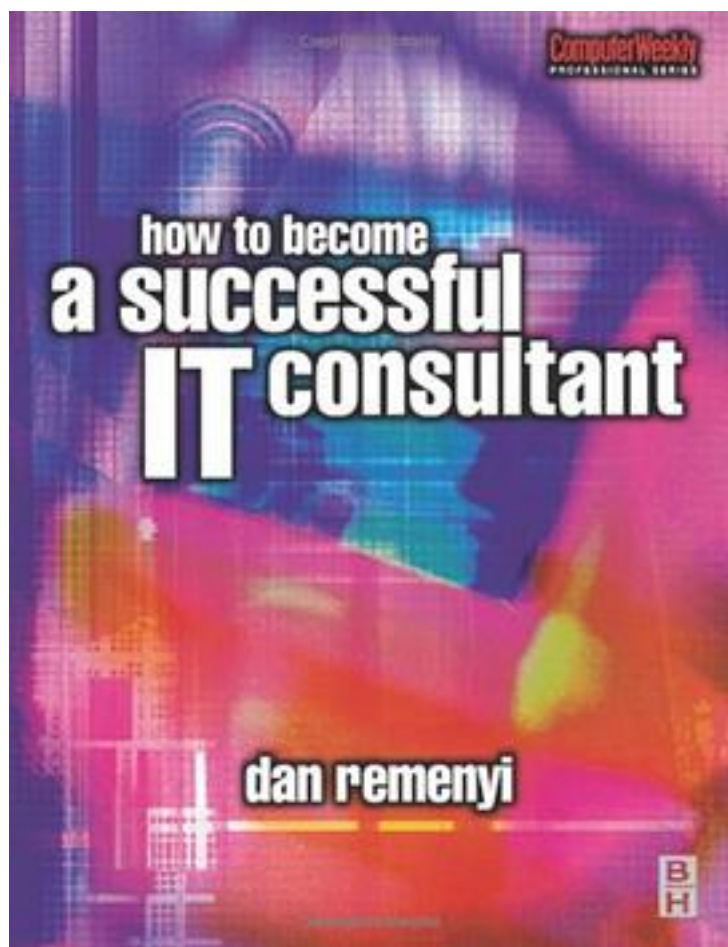# How to Become a Successful IT Consultant

[How to Become a Successful IT Consultant_下载链接1_](#)

著者:Remenyi, Dan

出版者:

出版时间:2002-10

装帧:

isbn:9780750648615

"How to Become a Successful IT Consultant" is a practical book for anyone considering setting themselves up as an IT consultant. It is essential reading for those contemplating such a career change. Today IT consulting has become a major

opportunity for many IT professionals who want to work for themselves. It is no longer only the domain of the high-flying international organization. In fact tens of thousands of IT professionals are leaving their regular jobs to set up as IT consultants on their own. Although there are many consulting opportunities available, it is quite a challenge to make a success of your own IT consulting business. There are a lot of things to think about and many decisions to be made. For those who get it right there is a very exciting and highly lucrative business career ahead. This book takes the IT professional through all the key issues which have to be understood and explains how to optimize your chances of developing a long-term IT consulting business of your own. This practical book explains what is involved in setting up your own business as an IT Consultant. It explains the opportunities involved and gives practical advice as to how to take advantage of them. The book looks at the full range of issues concerned with getting started and maintaining your business and gives practical guidelines about how to face the many challenges which you will encounter if you leave your job and set up on your own. Amongst the many issues involved, this book specifically addresses: how to find clients; how to get more business and the opportunities areas available; how to price your services; the funding you will require; how to plan your consulting assignments, and much more...This book is an essential reading for anyone who is seriously thinking about taking this big career step. It shows how to set up your own business as an IT consultant; and explains the opportunities involved and offers practical advice on how to take advantage of them. It shows how to find clients and how to price your services.

作者介绍:

Description

'How to Become a Successful IT Consultant' is a practical book for anyone considering setting themselves up as an IT consultant. It is essential reading for those contemplating such a career change. Today IT consulting has become a major opportunity for many IT professionals who want to work for themselves. It is no longer only the domain of the high-flying international organization. In fact tens of thousands of IT professionals are leaving their regular jobs to set up as IT consultants on their own. Although there are many consulting opportunities available it is quite a challenge to make a success of your own IT consulting business. There are a lot of things to think about and many decisions to be made. For those who get it right there is a very exciting and highly lucrative business career ahead. This book takes the IT professional through all the key issues which have to be understood and explains how to optimize your chances of developing a long-term IT consulting business of your own. This practical book explains what is involved in setting up your own business as an IT Consultant. It explains the opportunities involved and gives practical advice as to how to take advantage of them. The book looks at the full range of issues concerned with getting started and maintaining your business and gives practical guidelines about how to face the many challenges which you will encounter if you leave your job and set up on your own. Amongst the many issues involved this book specifically addresses:how to find clients; how to get more business and the opportunities areas available; how to price your services; the funding you will require; how to plan your consulting assignments And much more... This book is an essential reading for anyone who is seriously thinking about taking this big career step.

Audience

All IT professionals who are thinking of moving into IT consultancy.

Contents

IT consultancy defined; The opportunities and risks; Hit the ground running: how to prepare; Finding your business niche; Building a profile and reputation fast; Earning money, and being paid!; The organised consultant; Delivering real value to your customers; Your career: beyond IT consultancy; The top 50 success secrets of successful IT consultants.

ISBN-13: 978-0-7506-4861-5

ISBN-10: 0-7506-4861-9

Imprint: BUTTERWORTH HEINEMANN

目录:

[How to Become a Successful IT Consultant_下载链接1_](#)

标签

aaa

IT

评论

没看懂。。。。

[How to Become a Successful IT Consultant_下载链接1_](#)

书评

[How to Become a Successful IT Consultant_下载链接1_](#)