Consulting basics

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Abstrak

If you've ever wondered what it's really like to be a training and development consultant and what it takes to become a successful one, then you need this book. You'll learn about:

The four things you must have before becoming a consultant

How to sell yourself, find clients, and develop proposals

The client's point of view and how it impacts you

Setting up your practice effectively and professionally.

Consulting Basics is comprehensive, yet it's a quick and pleasant read. Get the insider's view of consulting, and find out how you can join the world of independent professionals.