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Principles and Practices of Professional Consulting

Steven C. Stryker

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Although consultants influence the outcome of major endeavors in the fields of management, finance, government, and engineering, few attempts have been made to establish the tenets and techniques of consulting. In *Principles and Practices of Professional Consulting*, author Steven C. Stryker outlines the basic tools required of this critical skill. In doing so, he looks into the history of consulting, the consulting process itself, and the key practical skills and techniques that are needed for successful consulting. Case examples based on real-life situations aptly demonstrate the applicability of the material to current consulting activities.

After introducing the topic and presenting some background information, this book goes through the process of consulting from meeting and securing clients, to planning and implementing a proper strategy, to terminating and evaluating assignments. It provides techniques and principles at each stage of the process which are sure to improve one's consulting practice. This book presents much crucial information that can be immediately used by professionals and students in various disciplines. It is both comprehensive, covering all the essential aspects of professional consulting by uniting theory and practice into a single resource, and accessible, presenting this information in a clear-cut manner that allows it to be easily used by anyone wishing to learn more about the important art of professional consulting.

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