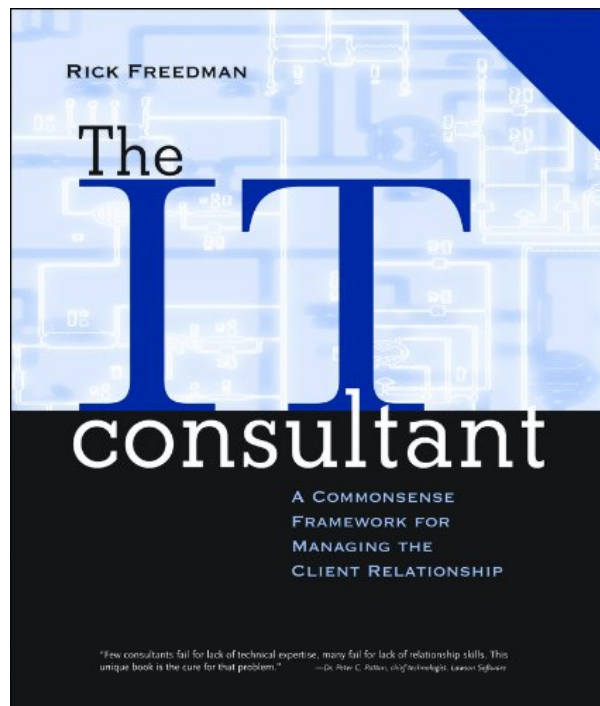
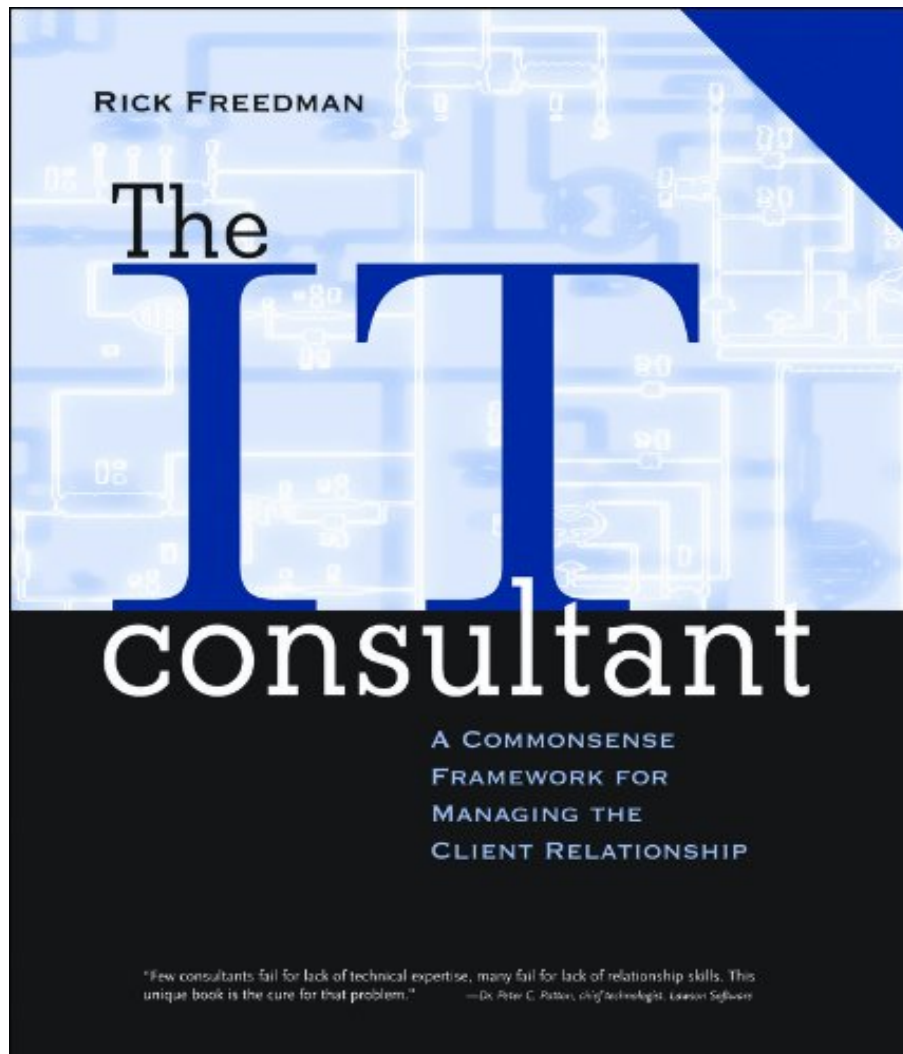


THE IT CONSULTANT : A COMMONSENSE FRAMEWORK FOR MANAGING THE CLIENT RELATIONSHIP BY RICK FREEDMAN



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Features

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Most helpful customer reviews

1 of 1 people found the following review helpful.

Not a good fit for study, just to refresh your knowledge and pass through the book

By Anna

It summarizes the message-Consultants sell billable hours, concentrates on soft skills and teaches you nothing about them, case study continues through the chapters and conveys the image that the consultancy company was incompetent from the very beginning to the end. Also, a textbook that takes to be read for a week maximum makes me suspicious of its quality.

Despite all consultants I know are amazed by it, feels like practicing soft skills with proper supervision would help much better than book about it as soft skills practice is hard to describe on paper and even harder to grasp from reading.

Buy it only if it is required for the class!

5 of 5 people found the following review helpful.

A Clear Picture of Consulting Tools

By .JT.

I've just finished my first pass through this book, and am about to go through and compile all of my many margin notes.

Note that there are no technical topics involved in this book and the author lets you know that at the start.

The author has done a terrific job of presenting a clear picture of the framework he espouses. The reasoning behind the facets of the framework and case studies lend well to giving a more dimensional view of the topics and tools involved in each of the "soft skills" that are utilized in consulting. I especially appreciated the case study emphasis on facilitation.

Even if you are an experienced consultant, this book will remind you to use all of your tools and keep the final goal in mind when working on any project. Most importantly it will help you to fully determine what the goals are (even if the client can't always articulate them.)

I will be using this book as a touchstone to insure that I am incorporating each the varied skills needed to be a successful and beneficial consultant, because sometimes one's blade gets dull.

0 of 0 people found the following review helpful.

An important treatise on an important topic

By Brett Gibson

It seems that this current generation of IT professionals sliding into Consulting from back-office developer positions are woefully devoid of the skills listed here. The SME too, who believes that consulting skills are subservient to their agenda fail in many of the areas outlined in this book. This book should be required reading for employees of organizations whose role it is to play in the consulting space.

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