



How to Make It Big as a Consultant

William A. Cohen Ph.D.

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Getting started in consulting can be a tricky prospect. How much should you charge? What type of language should exist in the contract? How can you find clients? Written by a veteran consultant with hundreds of consulting engagements to his credit, "How to Make it Big as a Consultant" is filled with highly-focused, detailed advice on every aspect of starting up and maintaining a highly lucrative consulting career.

Completely updated and revised throughout, the fourth edition features three new chapters on developing strategies for clients, how to lead consulting teams, and the consulting wisdom of Peter Drucker. This long-depended-upon guidebook will help any aspiring reader become the kind of outstanding consultant that clients will turn to again and again.

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