The IT Consultant : A Commonsense Framework for Managing the Client Relationship

By Rick Freedman

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Become a successful information technology consultant!

This is the only book on the market that will teach you the crucial "soft skills" of communication, facilitation, and presentation, plus a methodology for applying IT analysis skills to meet your client's business needs. Using an organized, common sense approach based on his 15 years experience as an IT consultant, Rick Freedman presents this landmark method for partnering with clients, collecting and analyzing data, creating recommendations, and delivering business benefits to clients.

You'll learn how to:

- Develop rewarding and mutually beneficial client relationships
- Help clients visualize the end product of IT systems consulting projects
- Negotiate projects that have clear goals, specifications, budgets, and schedules
- Market proposals to executives, managers, and users
- Plus, the companion website provides you with customizable job aids for use in your own work.

Never again will you be simply a "technician-for-hire." Whether you're a newcomer to consulting or a seasoned professional, The IT Consultant provides you with a blueprint for developing your advisory skills, providing quality services, and building successful client relationships.

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The IT Consultant : A Commonsense Framework for Managing the Client Relationship By Rick Freedman Bibliography

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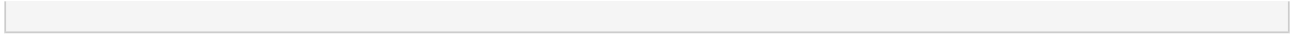
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Editorial Review

Review
"Few consultants fail for lack of technical expertise, many fail for lack of relationship skills. This unique book is the cure for that problem." (Dr. Peter C. Patton, Chief Technologist, Lawson Software)

"Freedman shares his trade secrets to achieving a succesful IT consulting career based on his vast personal experience. The IT Consultant offers a refreshing approach to the advisory relationship: understand your clients' business goals and develop a collaborative solution. A surefire strategy for success!" (Elaine Biech, author, The Business of Consulting, coauthor, The Consultant'sLegal Guide)

"A must-read' for any IT professional services manager attempting to upgrade the consultive skill set of their organization. The lessons learned here have a direct, linear relationship to the growth potential of you consulting practice or professional services organization" (Peter N. Van Zant, senior vice president and managing principal, ENTEX Consulting Services)

"The book is good value for money and easy to read. I would recommend it to anyone who is an IT consultant, or who is interested in this field." (Computer Bulletin - 5 star rating, November 2000)

From the Inside Flap
"Few consultants fail for lack of technical expertise, many fail for lack of relationship skills. This unique book is the cure for that problem."—Dr. Peter C. Patton, Chief Technologist, Lawson SoftwareYou've got the technical expertise. Finally, here is a guide to the client-relationship skills you'll need to build a successful career as an IT consultant! "Freedman shares his trade secrets to achieving a successful IT consulting career based on his vast personal experience. The IT Consultant offers a refreshing approach to the advisory relationship: understand your clients' business goals and develop a collaborative solution. A surefire strategy for success!"—Elaine Biech, author, The Business of Consulting; coauthor, The Consultant's Legal Guide"A 'must-read' for any IT professional services manager attempting to upgrade the consultative skill set of their organization. Rick has done an exceptional job of articulating transformation areas and has provided real world examples that your staff can apply in the marketplace. The lessons learned here have a direct, linear relationship to the growth potential of your consulting practice or professional services organization."—Peter N. Van Zant, senior vice president and managing principal, ENTEX Consulting Services "The IT Consultant is not only an excellent guide for individuals wishing to grow from skilled technicians to consultants, but it reminds today's practitioners that consultants are trusted business advisors to their clients. Rick Freedman has produced a well-flowing read that talks about required skills and considerations for consulting, gives "how-to" examples, and leads the readers through his suggested approaches."—Mark Zemelman, regional consulting manager, ENTEX Information Services"The IT Consultant defines the skills necessary for IT consultants who want to launch their careers, while suggesting a framework for the IT consulting firm to adopt, evangelize, and practice for

From the Back Cover
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—**Mark Zemelman**, regional consulting manager, ENTEX Information Services

"The IT Consultant defines the skills necessary for IT consultants who want to launch their careers, while suggesting a framework for the IT consulting firm to adopt, evangelize, and practice for success. Rick recommends techniques and disciplines that I use to mentor and encourage my IT consulting team- disciplines that have helped make my career successful."
—**Jay A. Elder**, regional network solutions manger, Colorado, Interlink Group Incorporated

"The IT Consultant is a complete playbook for any consultant interested in improving their game. It demonstrates how a consultant can become recognized for delivering what the client really needs - answers to business problems. The processes presented here build on each other to guide the consultant through to a successful engagement. As I begin to plan for my next consulting engagement I will definitely have a copy of The IT Consultant on my desk to use as a blueprint."
—**Howard Wilkens**, senior project manager, Sprint Paranet

"Traditionally, those in the IT field have emphasized technical knowledge first and tend to reward these skills over the important communications that are really necessary. This is a refreshing and useful approach: business knowledge before technology. The IT Consultant provides valuable advice not only for those considering practicing IT consulting, but also for the IT industry as a whole."
—**Linda NeCastro-Pastel**, software systems analyst, RS Information Systems; consultant, Office of Navel Research

At last! A book focused on the specific client-relationship skills you need to become a successful Information Technology consultant.

In the age of corporate cut backs and downsizing, many IT professionals are considering careers as consultants. Many others must apply consulting practices to their jobs within a corporation. If you've found yourself among this growing number of individuals, you've probably come up empty handed after searching for an IT consulting guide that addresses the complexities of providing your advice and services to clients.

That's because most consulting books concentrate only on the marketing, promotion, and fee-setting aspects of consulting. This is the only book on the market that will teach you the crucial "soft skills" of communication, facilitation, and presentation, plus a methodology for applying IT analysis skills to meet your client's business needs. The accompanying CD-ROM provides you with customizable job aids for use

in your own work.

This book will teach you how to:

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Users Review

From reader reviews:

James Brier:

Often the book The IT Consultant : A Commonsense Framework for Managing the Client Relationship will bring you to definitely the new experience of reading any book. The author style to elucidate the idea is very unique. Should you try to find new book to read, this book very suited to you. The book The IT Consultant : A Commonsense Framework for Managing the Client Relationship is much recommended to you to see. You can also get the e-book from your official web site, so you can easier to read the book.

Lloyd Stec:

A lot of people always spent their own free time to vacation or perhaps go to the outside with them family or their friend. Do you know? Many a lot of people spent they will free time just watching TV, or even playing video games all day long. If you would like try to find a new activity this is look different you can read a book. It is really fun for yourself. If you enjoy the book that you simply read you can spent the whole day to reading a publication. The book The IT Consultant : A Commonsense Framework for Managing the Client Relationship it is extremely good to read. There are a lot of people that recommended this book. These people were enjoying reading this book. In case you did not have enough space to deliver this book you can buy the e-book. You can m0ore easily to read this book through your smart phone. The price is not very costly but this book possesses high quality.

Christopher Parker:

This The IT Consultant : A Commonsense Framework for Managing the Client Relationship is great guide for you because the content which is full of information for you who also always deal with world and get to make decision every minute. This particular book reveal it facts accurately using great organize word or we can declare no rambling sentences inside it. So if you are read that hurriedly you can have whole data in it. Doesn't mean it only provides straight forward sentences but tough core information with beautiful

delivering sentences. Having The IT Consultant : A Commonsense Framework for Managing the Client Relationship in your hand like having the world in your arm, data in it is not ridiculous one particular. We can say that no book that offer you world in ten or fifteen second right but this book already do that. So , this is certainly good reading book. Hey Mr. and Mrs. occupied do you still doubt which?

Weston Brock:

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