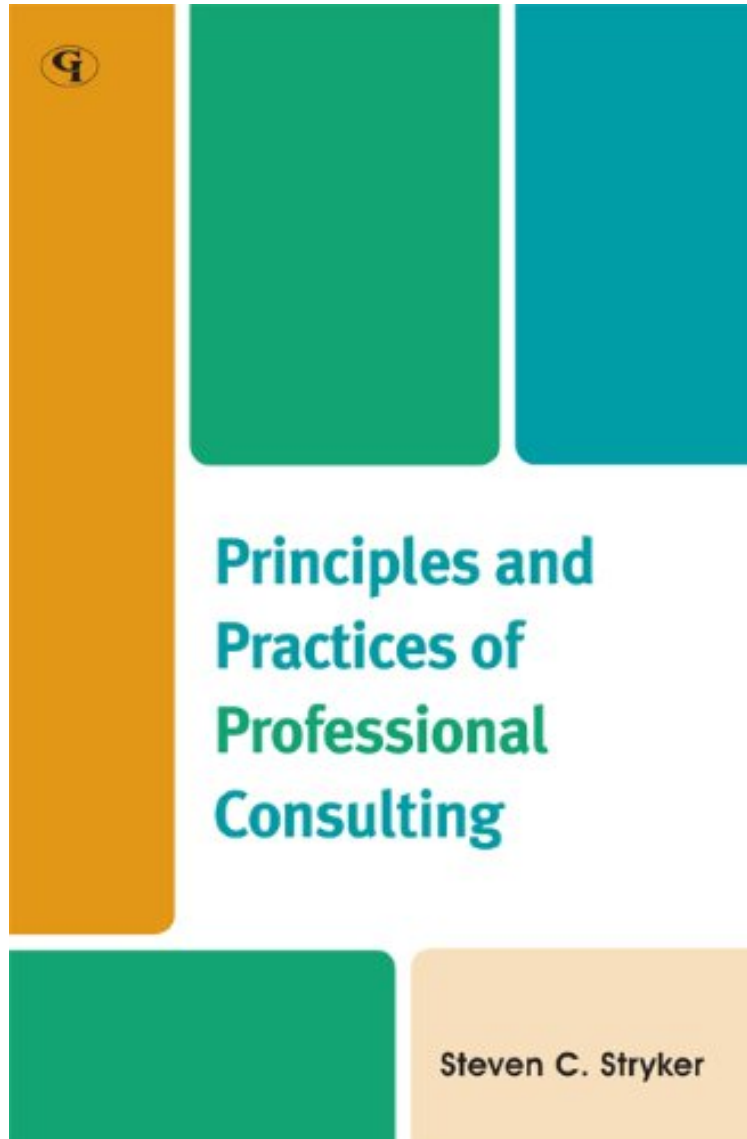


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Principles and Practices of Professional Consulting

Steven C. Stryker

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Steven C. Stryker : Principles and Practices of Professional Consulting before purchasing it in order to gage whether or not it would be worth my time, and all praised Principles and Practices of Professional Consulting:

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.

About the Author Steven C. Stryker has been a professional consultant for over thirty years. He has worked with businesses to enhance the successful performance of federal acquisitions programs and projects, and also with government agencies such as the Departments of Homeland Security, Labor, Intelligence, Transportation, Justice, Commerce, Agriculture, Health and Human Services, Housing and Urban Development, the Treasury, and the EPA, as well as the Army, the Air Force, and the Navy.