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Dave Faulise was a professional consultant for more than 40 years. He started consulting with Price Waterhouse, later moved to KPMG where he became a partner, and then co-founded his own practice, Faulise, Janda & Docherty. His clients represent a broad range of

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A true consultant is much more than a rent-by-the-hour version of an employee and the transition to professional consultant from corporate knowledge professional or executive is challenging. This book fills a

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Consulting Company Should Offer IT consultancy has become a vital contributor to business these days, with lots of companies seeking assistance from an outside advisor to help them take their business to the higher level.

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At a high level, IT consultants provide guidance to customers on everything from overall IT strategy – including what to house in the data center versus in the cloud; to the type of technology and functionality needed within the context of the customer's IT and business environments and goals – such as process

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I have created and used many of these examples. As one of his clients describes it, this book is the "See Spot Run" version of how to create and operate an IT consulting practice.

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Essentials also offers recommendations to nonprofit leaders and consultants to make their relationship the best it can be. Once a solid alliance is formed, they can tackle complex organizational challenges together, such as fundraising and marketing, governance and management, and organizational development. Cagney

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Independent channel partners are on every software industry CEO and sales executives' mind. However, it is rarely achieved. With "Building Successful Partner Channels" Hans Peter Bech provides a great tactical approach toward reaching this goal. Torulf Nilsson, Product Executive, Visma Retail, Oslo, Norway

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