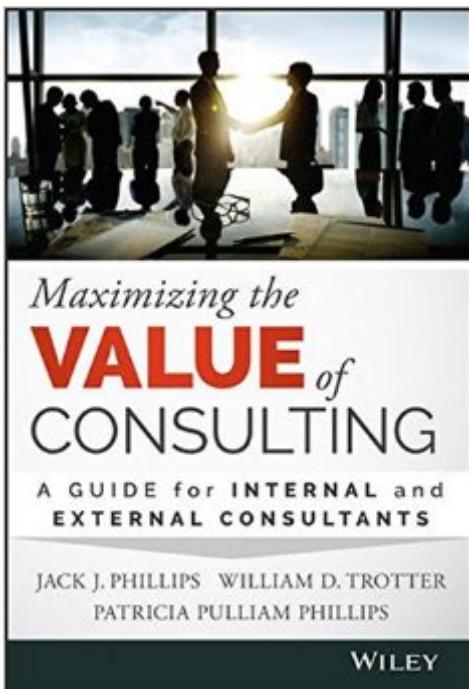


The book was found

# Maximizing The Value Of Consulting: A Guide For Internal And External Consultants



## Synopsis

Provide organized, efficient, relevant consulting with lasting value Maximizing the Value of Consulting is an indispensable, practical guide for managing, measuring, and delivering the results that make internal and external consulting a lasting value to clients and the company. Sponsored by the ROI Institute and the Association of Internal Management Consultants, this book provides a roadmap to relevance for consultants operating in the increasingly fast-paced, changing, dynamic environment. Readers will learn how to use resources properly and manage the investment efficiently, while truly connecting to the business, securing appropriate levels of commitment, and providing adequate levels of support. Detailed coverage includes guidance toward calculating the value of consulting in terms that executives understand, including business impact and ROI, and using the appropriate tools to show how things are working throughout the process. Whether organizations are using internal or external consultants, or both, consultants can provide better value to the company. Consultants are needed to provide advice, support, and insight into the processes undertaken to improve the business, and integrate the input of different functional units into a more streamlined strategy. This book is designed to help consultants provide the utmost value to clients by maximizing organization, efficiency, and ultimately, ROI. Manage for value with better organization and cost control Set objectives at multiple levels to deliver useful results Measure implementation, impact, ROI, and intangibles Use final results to drive appropriate actions, creating lasting value The skyrocketing need for internal and external consultants will continue, in almost every functional area ranging from HR and technology, to auditing and risk management. Maximizing the Value of Consulting provides a manual for relevant, value-driven consulting, with world-renowned expert insight.

## Book Information

Hardcover: 544 pages

Publisher: Wiley; 1 edition (June 15, 2015)

Language: English

ISBN-10: 1118923405

ISBN-13: 978-1118923405

Product Dimensions: 6.5 x 1.6 x 9.3 inches

Shipping Weight: 1.7 pounds (View shipping rates and policies)

Average Customer Review: Be the first to review this item

Best Sellers Rank: #591,276 in Books (See Top 100 in Books) #325 in Books > Business &

[Download to continue reading...](#)

Maximizing the Value of Consulting: A Guide for Internal and External Consultants  
Never Chase Clients Again: A Proven System To Get More Clients, Win More Business, And Grow Your Consulting Firm (The Art of Consulting and Consulting Business Secrets Book 1) The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice  
CLIENT CONSULTING VIA LINKEDIN: How to Find Consulting Clients on LinkedIn Without Trying Really Hard Spon's External Works and Landscape Price Book 2014 Full-Text (Substring) Indexes in External Memory (Synthesis Lectures on Data Management) Reader-Friendly Reports: A No-nonsense Guide to Effective Writing for MBAs, Consultants, and Other Professionals  
Comprehensive Financial Planning Strategies for Doctors and Advisors: Best Practices from Leading Consultants and Certified Medical PlannersTM The Skilled Facilitator: A Comprehensive Resource for Consultants, Facilitators, Managers, Trainers, and Coaches Get Clients Now! (TM): A 28-Day Marketing Program for Professionals, Consultants, and Coaches Technical Sales Tips: Time Tested Advice for Sales Engineers, Technical Account Managers and Systems Consultants Seller Financing and Real Estate Notes in the Dodd-Frank Era: by Seller Finance Consultants Inc. House of Lies: How Management Consultants Steal Your Watch and Then Tell You the Time The Contemporary Consultant Casebook: Educating Today's Consultants Ty Plush Animals: Collector's Value Guide: Secondary Market Price Guide and Collector Handbook (Collector's Value Guide Ty Plush Animals) Lean Six Sigma: Value Stream Mapping: Simplified Beginner's Guide to Eliminating Waste and Adding Value with Lean (Lean, Six Sigma, Quick Start Beginner's Guide, Quality Control) The Barbie Doll Years: A Comprehensive Listing & Value Guide of Dolls & Accessories (Barbie Doll Years: Comprehensive Listing & Value Guide of Dolls & Accessories) Coin World 2014 Guide to U.S. Coins: Prices & Value Trends (Coin World Guide to Us Coins, Prices & Value Trends) The Chicken Health Handbook, 2nd Edition: A Complete Guide to Maximizing Flock Health and Dealing with Disease FOREX Trading: A Simplified Guide To Maximizing Profits, Minimizing Losses and How to Use Fundamental Analysis & Trading Techniques to Thrive in a Bear ... For Beginners, Forex Trading Strategies)

[Dmca](#)