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Flawless Consulting Peter Block, 2011-03-15 This Third Edition to Peter Block's *Flawless Consulting* addresses business changes and new challenges since the second edition was written ten years ago. It tackles the challenges next generation consultants face including more guidance on how to ask better questions dealing with difficult clients working in an increasingly virtual world, how to cope with complexities in international consulting, case studies and guidelines on implementation. Also included are illustrative examples and exercises to help you cement the guides offered. *Flawless Consulting* Peter Block, 2023-04-19

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Flawless Consulting Peter Block, 1981 Management development guide comprising a guide to management consultancy using illustrative examples, case studies, and exercises, covers communication between clients and consultants, preparation and evaluation of meetings, esp. Feedback and resistance in group discussion, etc. and discusses contracting, data collecting, and data analysis methodology. Bibliography, p. 211, illustrations, cartoons, and questionnaires.

Flawless Consulting, Enhanced Edition Peter Block, 2012-03-16 This Third Edition to Peter Block's *Flawless Consulting* addresses business changes and new challenges since the second edition was written ten years ago. It tackles the challenges next generation consultants face including more guidance on how to ask better questions dealing with difficult clients working in an increasingly virtual world, how to cope with complexities in international consulting, case studies and guidelines on implementation. Also included are illustrative examples and exercises to help you cement the guides offered.

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The *Flawless Consulting* Fieldbook & Companion Peter Block, 2024-02-19 The perfect resource for consultants updated for a transformed and rapidly evolving market In the newly revised second edition of the *Flawless Consulting* Fieldbook best selling author and consultant Peter Block delivers an invaluable companion to the fourth edition of his popular *Flawless Consulting: A Guide to Understanding Your Expertise* In the book you'll find an expansive toolkit you can draw on for information and guidance in the midst of your next consulting engagement It's a just in time literary aid that you can read from front to back or one you can grab and skip to a specific thread or theme you need to read about right now In the book you'll discover How the flawless consulting skills are being applied in a wide variety of situations by people with unique and different ways of bringing their gifts in the world Just like you How to act on what you know to use a variety of approaches to create experiences aligned with your intent and strategy How to view resistance as an ally instead of a problem to be solved or overcome An invaluable collection of resources for consultants everywhere *Flawless Consulting* Fieldbook 2nd edition will rapidly become your most used and dog eared reference for everyday consulting engagements *The Flawless Consulting*

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The Psychology of Executive Coaching Bruce Peltier, 2011-04-27 With the first edition of this text Peltier drew on his extensive experience in both the clinical and business worlds to create a comprehensive resource that brought psychological and coaching concepts together It quickly became a practical and invaluable guide for both mental health practitioners looking to expand their practice into coaching and business professionals interested in improving their own coaching skills In this updated edition topics reflect the latest developments in the field of executive coaching Peltier describes several important psychological theories and how to effectively translate them into coaching strategies essential business lessons in leadership marketing and the corporate viewpoint along with vocabulary for the therapist the challenges women face as managers and executives and effective coaching methods for working with them and lessons from successful athletic coaches that can be integrated into consulting skills This edition includes four new chapters one describing psychopathology likely to be encountered by coaches Another describes and evaluates emotional intelligence a third summarizes adult developmental theory for coaches and a fourth sorts out the popular and scientific literature on leadership and leader development

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reader become the kind of outstanding consultant that clients will turn to again and again *Finding Your Way in the Consulting Jungle* Arthur M. Freedman, Richard E. Zackrison, 2002-02-28 Chart your path in the consulting jungle Finding Your Way in the Consulting Jungle a book in The Practicing Organization Development series offers OD consultants the information and guidance they need to understand their place in the consulting network differentiate themselves from other types of consultants and work with both clients and colleagues to make sure everyone's needs and expectations are met Finding Your Way in the Consulting Jungle offers practical advice on how to Differentiate and market yourself Interview prospective clients Write proposals Transports the reader from the safety of the classroom into the complex unpredictable and often hazardous world that they describe as the consultant jungle It is a great resource for graduate level OD programs consultant training courses AND corporate managers who hire consultants C Patrick Fleenor Ph D director International Business Programs Albers School of Business and Economics Seattle University Marketing Organization Development William J Rothwell, Jong Gyu Park, Jae Young Lee, 2017-03-16 Organizational Development OD consultants often face dilemmas when they market their services because there is a gap between clients expectation and the actual role of OD consultants This book is about how to overcome that dilemma by finding effective marketing strategies for a different approach to consulting Marketing Organization Development A How To Guide for OD Consultants focuses on the challenges faced by internal and external consultants in marketing and selling their services By distinguishing between performance consulting and Organization Development OD consulting this book demonstrates why marketing and selling OD consulting services are unique This book meets not only unique OD consultants needs by reflecting the philosophical background of OD and unique marketing challenges but the needs of Human Resource Development HRD managers need who are interested in promoting or selling their change interventions within their organizations This comprehensive book Reviews important terms and popular tools used in the marketing process and outlines the many roles a consultant must fill to obtain and keep the business i e marketer salesperson brand manager account management Describes the criteria for self evaluation as an OD consultant It examines how to identify your strengths and the competencies you need to develop based on OD competencies Provides an introduction to actionable steps and resources for organization development change management and performance management consultants to evaluate unmet needs and opportunities through a niche market for consulting services Covers how to communicate value to your target customers and how to brand your service Describes various channels of OD marketing such as viral word of mouth and social media marketing Reviews selling tactics for 1 your consulting service and discusses the importance of having a defined sales process to which you adhere

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