The Consultant's Calling: Bringing Who You Are To What You Do

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This is a laid-back book, about meaning, not a how-to on the mechanics of business. Bellman uses an approach that encourages consultants to understand themselves deeply, both the good and the bad. A key challenge is to balance life and work. You can give the gift of full presence in the moment, and you can use your skills to help a group move from the present they have to the future they want. (Reviewed December, '03). This entry was posted in xp123.com and tagged coach, consulting, reviews b Just because you're explaining what could make you the better man or woman for the job, don't make the mistake of talking badly about others. The truth is, you don't know the other candidates, so keep the focus on your strong points, not their weaknesses. Also avoid speaking negatively about others who aren't candidates. Don't badmouth past co-workers who didn't work very hard in an attempt to make yourself look good, says Steve Gibson, director of jotform.com. To correctly answer this question, you need to be able to comfortably describe your strongest attributes. Enter the interview with an understanding of what you bring to the table, says Horton says. What are the one or two things that make you special? Make sure you only ask consultants to quote for the work who are qualified to carry it out. Potential consultants will be happy to send you basic information about themselves and talk with you about your needs, without charge. Invite consultancies to submit written proposals, which should include: Their understanding of the problem. The brief. The consultant's report is often his or her most tangible 'deliverable'; but it must be in a format which is beneficial to you. If necessary, ask the consultant to produce a draft report so that you can discuss findings and recommendations with some of your colleagues before the final report is produced. The final report should contain no surprises. What to do next. Selecting a suitable consultant is an important part of any project.