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Flawless Consulting (3rd ed.) by Block, Peter (ebook)

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The book also includes practical guidance on how to ask better questions, gives suggestions for dealing with difficult clients, and contains expanded guidelines on more engaging forms of

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Flawless Consulting: A Guide to Getting Your Expertise Used. The second edition of the "consultant's bible" is here! For over fifteen years, consultants--both internal and external--have relied on Peter Block's landmark bestseller, Flawless Consulting, to learn how to deal effectively with clients, peers, and others.

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"Flawless consulting" means being truthful, and giving as direct and straightforward responses as you can to all of your client's questions. There are three roles you can assume as a consultant, which we cover in the key lessons below.

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For over fifteen years, consultants-both internal and external-have relied on Peter Block's landmark bestseller, Flawless Consulting, to learn how to deal effectively with clients, peers, and others. Using illustrative examples, case studies, and exercises, the author, one of the most important and well known in his field, offers his legendary warmth and insight throughout this much-awaited second edition.

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Flawless Consulting includes two new examples, taken from health care and educational reform efforts, to show how consulting skills can be useful (and often transformative) in a broader context. These illustrative examples point the way for achieving changes for leadership in business, government, religion, human services, and

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Flawless Consulting is a valuable read for not only consultants, but anyone who has to influence authority in their organization (hint: that's pretty much everybody in ITSM and/or BPM)....

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Whether you work as a consultant or you work with consultants, this relentlessly practical guide will be your best friend as you discover how consulting influences your business- and real life- decisions and those of others. The Flawless Consulting Fieldbook and Companion is packed with: Sample scenarios. Case studies.

The Flawless Consulting Fieldbook and Companion: A Guide ...

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In 2004 he received their first place Members' Choice Award in recognition of his book, Flawless Consulting: A Guide to Getting Your Expertise Used (1999) as the most influential book for Organizational Development practitioners over the past 40 years.

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