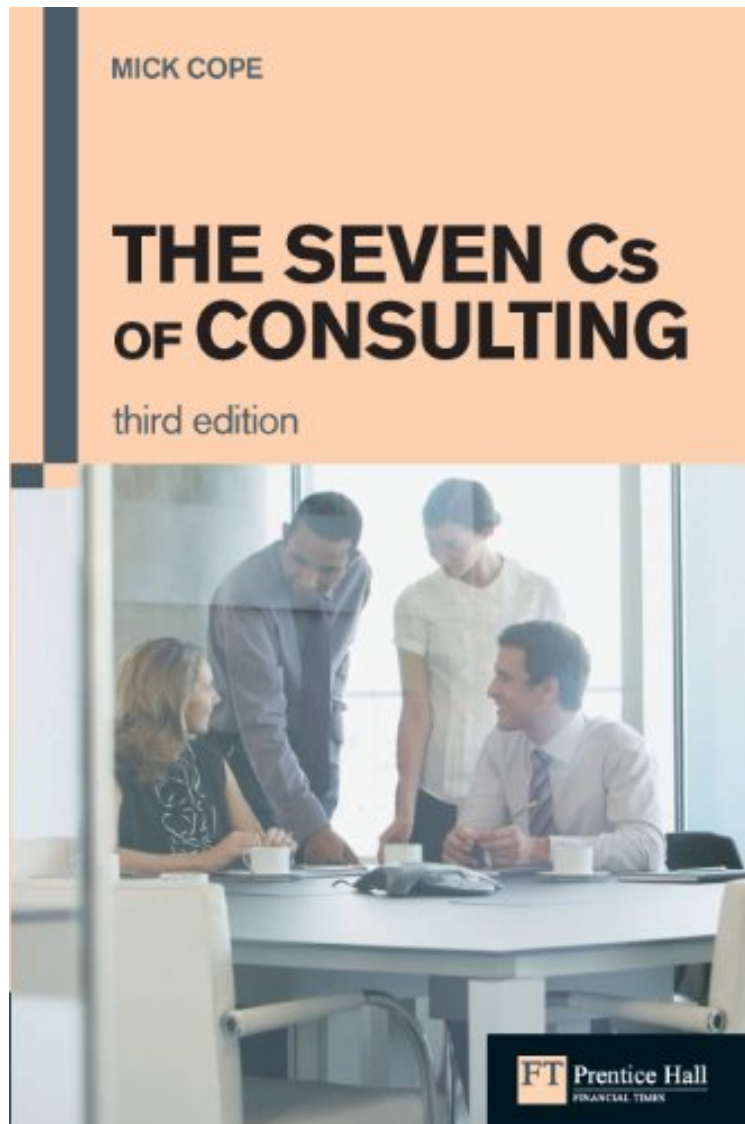


[FREE] The Seven Cs of Consulting

The Seven Cs of Consulting

Mick Cope

*ebooks / Download PDF / *ePub / DOC / audiobook*



DOWNLOAD



+

READ ONLINE

#352285 in eBooks 2012-09-26 2012-09-26 File Name: B00ABHBA4C | File size: 39.Mb

Mick Cope : The Seven Cs of Consulting before purchasing it in order to gage whether or not it would be worth my time, and all praised The Seven Cs of Consulting:

0 of 0 people found the following review helpful. Hubby needed this book for a class. he said ...By B. DolanHubby needed this book for a class. he said it was ok. I, on the other hand, can not give my personal opinion.0 of 0 people found the following review helpful. Five StarsBy Marco CabreraGreat advice to deal with change management with human feelings and motivations0 of 0 people found the following review helpful. Ok book.....By BuzzdogOkay book. You could learn the same thing elsewhere without spending the money.

CLIENT, CLARIFY, CREATE, CHANGE, CONFIRM, CONTINUE, CLOSE = THE SEVEN SECRETS OF CONSULTANCY"Most change methods are effective. For the most part, each one is theoretically sound, well-researched, and clearly articulated. But when they're put in organizations, they fail-at least 70 to 80% of the time".George Smart, Managing Partner, Strategic Development IncorporatedThe definition of a consultant is someone who facilitates organisational change and provides expertise on technical, functional and business topics during development or implementation. In other words a consultant is someone who helps others to change. However, change isn't such an easy target to achieve. Research shows that the vast majority of change programmes fail. On a daily basis we hear about projects that are delayed, cancelled, over budget or boycotted by the end user. The problem is that we can never force people to change - remember the backlash against Jamie Oliver's healthy school meals campaign where parents handed junk food to their children through school fences. The key to successful change is to engage with the end user and help them want to change. The Seven Cs of Consulting offers a consistent and collaborative language that helps both consultant and client deliver value through sustainable change. Based around the author's highly successful 7Cs model (Client, Clarify, Create, Change, Confirm, Continue, Close) this approach is simple and accessible but firmly grounded in research and real life experience. The 7Cs approach opens up the complexity of sustainable change to the consultant and client and helps them explore- and then avoid - the real issues that cause change to fail within a more professional and trusting relationship.

From the Back Cover The Seven Cs of Consulting offers both budding and experienced consultants a clear model to help them implement sustainable change. The Seven Cs approach helps consultants and clients understand and then avoid the real issues that cause change to fail. This robust framework takes you through each stage of the consulting process, from understanding the client's needs through to successful assignment completion and developing new business out of that success. Learn how to deliver clear and demonstrable results to clients, and keep them coming back for more. About the Author Mick Cope is founder of WizOz - a network based organisation that seeks to help people and businesses optimise their potential. WizOz offers a range of different products and services, all of which are based around the ideas outlined in his books. More information on WizOz can be found on his web site www.wizoz.co.uk. As an author he has published seven books; Leading the Organisation to Learn; Seven Cs of Consulting; Know your value? Value what you know; Lead Yourself, Float-You, Personal Networking, and 7Cs of Coaching.