

Zen & the Art of Consulting



Zen & the Art of Consulting

alvin alexander

A Survival Guide for New Consultants. Alvin Alexander has worked as a consultant for over twenty years. He began at the bottom, working for a small salary plus the exciting promise of incentives. Sadly, those incentives didn't come right away. In fact, they barely came at all during the first year. But he kept pushing forward, and after working 90-hour weeks for 18-24 months, and making pretty much every mistake a consultant can make -- such as offering advice without knowing all the facts, or before anyone actually asked for his advice -- things got better. The short story is that he created his own consulting firm, grew his income to over \$300,000 per year, sold his business, and retired before his 45th birthday. Here's how Mr. Alexander describes Zen & the Art of Consulting: As I wrote this book, I kept thinking back to my first years as a consultant -- the lean years -- and asked, Would this information have helped me? I also thought about the employees I hired, and how I coached them to prepare for meetings and handle certain situations. If I thought a story told an important lesson, I included it here. In the end, this book is for any consultant with ambition. It's written for the consultant who wants to be involved in the big decisions, the consultant who meets with clients and prospects to discuss their most challenging problems, the consultant who makes the big presentations, influences decision-makers, and has happy, long-term customers. It's for the person who aspires to be a partner in a consulting firm, or who wants to run his own consulting business. Finally, with the summary sections (cheat sheets) at the end of the book, you can also use this as a reference manual, such as reminding yourself of the important points the night before a big meeting. I hope you enjoy this book, and I hope it leads to a rewarding, fulfilling career. All the best, Al

- Buy *Zen and the Art of Making a Living: A Practical Guide to Creative* Laurence G. Boldt is a writer, career consultant, and lifetime student of The previous two articles discussed art of defining organization development project scope, which should consider the companys industry, People will assign you an intent whether you want them to or not. perception of your intent will largely influence the meaningful flow of information during A Survival Guide for New Consultants. Alvin Alexander has worked as a consultant for over twenty years. He began at the bottom, working for a small salary The new cover for my eBook, *Zen and the Art of Consulting*. By Alvin Alexander. Last updated: August 3 2013. The new cover for my book, *Zen & the Art of* The previous article observed knowing best-practice is not that difficult, the art of consulting is determining how far to take your client without Are you a successful fundraiser? Many of us believe we are. We have attended conferences and seminars over the years. We learned about the stages of Editorial Reviews. About the Author. Alexandra Pia Marie Brovey has been a full-time fundraiser and charitable gift planner for almost two decades and an estate Zen & the Art of Systems Analysis: ILLUSTRATED Meditations on Systems Chapters consider the essence of Analysis, Design, Consulting, Business, Zen and the Art of. Making a Living REVISED EDITION Work is more than a matter of keeping busy all day. It must feed the soul as well. Laurence Boldt has: *Zen and The Art of Retirement: A Frugalistas Guide to Living an* his own consulting company and speak nationally on topics relating to urban Find helpful customer reviews and review ratings for *Zen & the Art of Consulting* at . Read honest and unbiased product reviews from our users. *Zen & the Art of Consulting* has 8 ratings and 2 reviews. Scott said: Amazing Book!! The book is short and to the point. Extremely helpful and it is all Alvin Alexander worked as a consultant for over twenty years. book was originally published as a Kindle eBook under the name, *Zen & the Art of Consulting*. For those who havent heard of him, he wrote the classic philosophical novel whose title I have bastardized for this column: *Zen and the Art of* And sure, this word has become less about Zen, an ancient off-shoot of Buddhist philosophy, and instead has become the go-to marketing term for spas and A Survival Guide for New Consultants. Alvin Alexander has worked as a consultant for over twenty years. He began at the bottom, working for a small salary