

[PDF & ePub] The Consulting Apprenticeship

Scaricare Torrent Steve Shu Gratuito



* This iBook version is a reflowable version designed specifically for iPhone users. Some figures referenced within the book may be downloaded separately for better readability *

The Consulting Apprenticeship is written for business professionals and consultants with a focus on nuances passed on during apprenticeship regarding consulting delivery. Business professionals can benefit with a jump-start approach to applying consulting principles to their business.

Designed for the busy professional, *The Consulting Apprenticeship* is a book of forty, quick-read ideas. These forty, short chapters are divided into four sections:

- **Consulting Mindset** - This section covers consulting ways of thinking and can be adopted by both company personnel and consultants.

- **Consulting Techniques** - This section covers specific tactics and toolkit methods when using consultative approaches in the trenches as either a company- or consulting firm-practitioner.

- **Consulting Mastery** - This section covers advanced perspectives on consulting and may be more useful to either

company personnel evaluating consultants or mid- to senior-level consultants.

- **Consulting Special Situations** - Whereas the prior sections are applicable to a wide variety of situations, this section covers more infrequent, specific business situations involving consultative approaches in the trenches as either a company- or consulting firm-practitioner.

Each chapter of the book concludes with an optional, takeaway exercise. The exercises vary widely in terms of level of involvement. For example, in some cases you can refer to online material. In other cases, you can engage in deeper thinking or apply the concepts over an extended period of time.

However you choose to use this book, consulting mastery is a lifelong pursuit. I hope this book helps you with your journey.

Stephen Shu

Praise for *The Consulting Apprenticeship*

"When one of the companies I worked for needed help taking its consulting organization to the next level, I hired Steve Shu. His ability to drive our management team - all with different opinions on what we should or should not do - to a 'so-what' conclusion and pragmatic next steps gave us the jump start we needed. He is one of the best and deeply understands how consulting organizations should work. His book provides great techniques as well as tools you can use immediately."

- Prakash Panjwani, CEO at WatchGuard Technologies, former President and CEO of SafeNet

"Steve Shu has put together a comprehensive guide to the all-important nuts and bolts of being a great consultant. The information in Chapter 21, 'Eight Secret Weapons of the Modern Consultant,' is worth the price of the book. If you're serious about being a more effective consultant, read this book."

- Michael McLaughlin, Author of Winning the Professional Services Sale and Principal Consultant at MindShare Consulting LLC; former Partner at Deloitte

"I've worked with Steve Shu on consulting projects related to innovation and the application of behavioral science principles. He is very well respected by both academics and professionals. And as a professor in the management and organizations area, and someone who has a son working as a management consultant, it's great to see a book like his that addresses nuances of the profession of consulting."

- John W. Payne, Joseph J. Ruvane Professor of Business Administration at the Fuqua School of Business, Duke University

"Steve provides a thorough guide full of practical recommendations on how to drive any initiative to a positive outcome. If you are in a business to serve customers (internal and external), this is an essential read for you whether you're in a Fortune-50 company or a startup, or a management consultant. I found at least eight compelling and insightful recommendations that I can apply today in my technology startup to improve my relationship with my customers and partners."

- Anurag Khaitan, Venture Investor, Entrepreneur; former General Manager of Sprint Nextel Ventures and management consultant with PRTM

"Steve Shu has written a hands-on, highly practical guide for new management consultants and internal corporate business strategists alike. So many projects fail because they do not practice the basic consulting project management hygiene Steve describes in chapter 11. If you are new to the trade and want to greatly increase your chance of delivering successful consulting projects, read this book."

- Robert Reppa, Vice President Strategy at Johnson Controls and former Partner at Booz & Company

"Steve Shu has written a Rosetta Stone for both new and experienced consultants. Filled with forty power-packed ideas and practical chapter takeaways, Consulting Apprenticeship is structured for busy executives to easily digest each concept. A must read for those who seek to go beyond the shallow bromides of the consulting profession, and hone their skills with deeper, more meaningful approaches."

- Adrian C. Ott, Award-winning author of The 24-Hour Customer, and CEO, Exponential Edge Inc, called "One of Silicon Valley's most respected strategists" by Consulting Magazine

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[PDF] Un cattivo ragazzo come te



<http://new.beebok.info/it-1441364873/un-cattivo-ragazzo-come-te.html>

«Vorrei leggerlo ancora e ancora.» Penelope Douglas Autrice della serie bestseller LOVE Tornare a casa è molto doloroso per Lane. Il suo adorato zio Harry, infatti, è morto improvvisamente. E fare i conti con la sua scomparsa significa accettare...

[PDF] La ragazza nell'acqua



<http://new.beebok.info/it-1442732300/la-ragazza-nell-acqua.html>

Autore del bestseller La donna di ghiaccio Oltre 2 milioni di copie vendute Il detective Erika Foster ha appena ricevuto una soffiata che le indica il luogo in cui è nascosta la prova per sventare un grosso traffico di droga. Seppure sospettosa, ordina la perquisizione di una cava in disuso...

[PDF] Rien ne va plus



<http://new.beebok.info/it-1446255547/rien-ne-va-plus.html>

Un nuovo capitolo del grande Romanzo di Rocco Schiavone, un uomo duro, ruvido, cinico ma con una umanità insospettabile, «l'amico di cui non si può più fare a meno» Bruno Ventavoli (TuttoLibri).

[PDF] Timeless



<http://new.beebok.info/it-1449196707/timeless.html>

Ci sono traumi che col tempo sfioriscono e perdono il proprio potere. Poi ce ne sono alcuni che penetrano e germogliano, creando barriere, armature e finti sorrisi. Per Gwenivere vivere a Salem ha rappresentato un piccolo inferno fin da quando ha memoria: capelli rossi, carnagione chiara, una madre...

[PDF] Una Cenerentola a Manhattan



<http://new.beebok.info/it-1437331118/una-cenerentola-a-manhattan.html>

Romantico Divertente Esilarante Autrice del bestseller Matrimonio di convenienza “Un paio di scarpe possono cambiarti la vita” è una frase che non ha mai convinto Riley, e i colpi di fulmine per lei sono sempre stati e rimangono un fenomeno atmosferico. Orfana...

[PDF] Un regalo sotto la neve



<http://new.beebok.info/it-1435840613/un-regalo-sotto-la-neve.html>

Una favola indimenticabile di amore, segreti, bugie e seconde possibilità Dall'autrice del bestseller Un diamante da Tiffany Si dice che dietro ogni grande uomo ci sia sempre una grande donna. In effetti dietro tutti i personaggi più in vista di Londra c'è lei: Alex...

[PDF] Come sedurre il capo



<http://new.beebok.info/it-1447780570/come-sedurre-il-capo.html>

Lauren Tornare al lavoro doveva essere una transizione indolore, ma quando il mio nuovo capo si rivela essere uno stronzo arrogante e presuntuoso, la mia vita professionale si è trasformata in una vera tortura. D'accordo, averlo chiamato stronzo prima di sapere che fosse il mio capo...

[PDF] King



<http://new.beebok.info/it-1449197092/king.html>

Assist. Tiro. Goal. Palla al centro. La vita di Alexander King è tutta qui, perlomeno adesso. Il suo mondo è andato in frantumi da poco tempo e, nonostante il successo, vive ogni giorno con un unico obiettivo: essere un bravo papà e giocare al meglio delle proprie...

[PDF] L'amore è sempre in ritardo



<http://new.beebok.info/it-1435971092/l-amore-e-sempre-in-ritardo.html>

Numero 1 nelle classifiche italiane I primi amori sono di solito un dolce ricordo, capace di far sorridere. Non per Alexandra Tyler: Norman Morrison, il migliore amico di suo fratello Aidan, l'ha rifiutata senza tante cerimonie dopo che lei ha trascorso l'adolescenza a corteggiarlo e a...

[PDF] Ho sposato un maschilista



<http://new.beebok.info/it-1444492572/ho-sposato-un-maschilista.html>

La commedia romantica più divertente dell'anno Dopo essersi vista negare ingiustamente la meritata promozione, la giornalista Emma Fontana decide di fondare una rivista per donne, «Revolution». Ma proprio quando sta per essere eletta femminista dell'anno, Emma...

[PDF] La moglie perfetta (Un emozionante thriller psicologico di Jessie Hunt –Libro Uno)



<http://new.beebok.info/it-1442727812/la-moglie-perfetta-un-emozionante-thriller-psicologico-di-jessie-hunt-libro-uno.html>

L'apprendista in profilazione criminale (e neo sposa) Jessie Hunt, 29 anni, scopre torbidi segreti che stanno annidati nella sua nuova cittadina di provincia. Quando viene ritrovato un cadavere, Jessie si trova incastrata tra i suoi nuovi amici, i segreti di suo marito, il carico di lavoro del...

[PDF] La guerra dei Courtney



<http://new.beebok.info/it-1435002758/la-guerra-dei-courtney.html>

IL NUOVO, IMPERDIBILE APPUNTAMENTO CON LA SAGA DEI COURTNEY. Due eroi. Un legame indissolubile. Parigi, 1939. Separati dalla guerra, a migliaia di miglia di distanza l'uno dall'altra, Saffron Courtney e Gerhard von Meerbach lottano per sopravvivere al conflitto che sta dilaniando l'Europa. Gerhard,...

[PDF] Missione Odessa



<http://new.beebok.info/it-1445408825/missione-odessa.html>

Dirk Pitt, il direttore della NUMA, la società che si occupa del recupero di relitti dai fondali, è sul Mar Nero. Sta cercando di localizzare i resti di un'antica nave ottomana, quando è chiamato a rispondere a un messaggio di soccorso - «Siamo sotto...

[PDF] La vittima silenziosa



<http://new.beebok.info/it-1439974704/la-vittima-silenziosa.html>

«Un thriller adrenalinico, pieno di colpi di scena.» Robert Bryndza, autore di La donna di ghiaccio I suoi più oscuri segreti sono sepolti nel passato. Ma la verità non può essere nascosta a lungo. Emma è una moglie attenta, una madre amorevole...
