

## Flawless Consulting A Guide To Getting Your Expertise Used Peter Block

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"Peter's masterwork, Flawless Consulting, has been my go-to guide since the first edition.... Flawless Consulting is not just a practical, useful, and inviting book for practitioners. It's all those things, but it's also a book about some of the most vexing issues we face when consulting to organizations issues of resistance, truth, doubt, vulnerability, and accountability.

Flawless Consulting: A Guide to Getting Your Expertise ...

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This Third Edition to Peter Block's Flawless Consulting addresses business changes and new challenges since the second edition was written ten years ago. It tackles the challenges next-generation consultants face, including more guidance on how to ask better questions, dealing with difficult clients, working in an increasingly virtual world, how to cope with complexities in international consulting, case studies, and guidelines on implementation.

Flawless Consulting: A Guide to Getting Your Expertise ...

Flawless Consulting: A Guide to Getting Your Expertise Used, 3rd Edition, is considered the "consultant's bible" and a landmark bestseller that explains how to deal effectively with clients, peers, and others. The third edition addresses new challenges since the second edition was written and explores what's on the minds of the "next generation" of consultants.

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

Flawless consulting: a guide to getting your expertise used /Peter Block; illustrated by Janis Nowlan.-2nd ed. p. cm. ISBN 0-7879-4803-9 (acid-free paper) 1. Business consultants. I. Title. HD69.C6 B571999 001'.023'73-dc21 99-6430 No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any

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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 implementation. 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.

Flawless Consulting: A Guide to Getting Your Expertise ...

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.

Flawless Consulting: A Guide to Getting Your Expertise ...

"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.

Flawless Consulting Summary - Peter Block | PDF & Audiobook

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.

Flawless Consulting: A Guide to Getting Your Expertise ...

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 more.

Flawless Consulting: A Guide to Getting Your Expertise ...

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)....

Flawless Consulting: A Guide to Getting Your Expertise ...

This Third Edition to Peter Block's Flawless Consulting addresses business changes and new challenges since the second edition was written ten years ago. It tackles the challenges next-generation...

Flawless Consulting: A Guide to Getting Your Expertise ...

The set includes Flawless Consulting: A Guide to Getting Your Expertise Used, Second Edition and The Flawless Consulting Fieldbook and Companion: A Guide Understanding Your Expertise. About Flawless Consulting: For over fifteen years, consultants both internal and external have relied on Peter Block's landmark bestseller, Flawless Consulting, to

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Flawless Consulting: A Guide to Getting Your Expertise Used, 3rd Edition | Wiley This Third Edition to Peter Block's Flawless Consulting addresses business changes and new challenges since the second edition was written ten years ago.

Flawless Consulting: A Guide to Getting Your Expertise ...

Flawless Consulting Expanded Book Content The checklists and worksheets below are referenced within the book Flawless Consulting: A Guide to Getting Your Expertise Used. These checklists are designed for you, the consultant, to use for improving your relationship with the Client.

Expanded Book Content | Flawless Consulting

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 ...

Following on the heels of the best-selling Flawless Consulting, Second Edition comes The Flawless Consulting Fieldbook and Companion. 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.

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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.

Flawless Consulting, the bestselling consulting book of all time, has been the consultant's bible for over 15 years. While other books on consulting outline theories for understanding organizations or for implementing interventions, this guide actually describes and demonstrates ways of behaving with clients. This new edition includes illustrative examples, case studies, exercises, and commentaries on pitfalls. Furthermore, it demonstrates the concepts of consultant integrity and interpersonal dynamics. Flawless Consulting enables readers to acquire such ready access to ideas that it has become a catchphrase among professionals. This book lays the groundwork for dealing effectively with clients, peers, and others. Anyone who must communicate within a professional context will find scores of useful lessons to apply to their jobs. Peter Block, one of the most important and well-respected business authors in the field, offers sample client-consultant dialogue and other useful information pertinent to real-life application. Block's legendary warmth and insight permeate this book. And readers do not have to be consultants to benefit from this seminal text - Flawless Consulting is indispensable to anyone who must communicate within a professional context.

Don't venture into the consulting field without this essential Fieldbook & Companion! Following on the heels of the best-selling Flawless Consulting, Second Edition comes The Flawless Consulting Fieldbook and Companion. 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 Client-consultant dialogues Hands-on tools Action plans Implementation checklists "Wow! A companion a business owner can't be without! The insights of 30 consultants the caliber of Peter Block is priceless." --Sue Mosby, principal, CDFM2 Architecture Inc. "This book is a companion piece for both the desktop and bedside of those who do consulting full time or in their role as leader. I plan to keep this book close to me to both guide and inspire my work." --Phil Harkins, president, Linkage, Inc.

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. 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. Anyone who must communicate in a professional context--and who doesn't?--will use the lessons taught in this book for years to come! "Who would have thought the 'consultant's bible' could be improved upon? Count on Peter Block--the consulting profession's very own revolutionary--to push us to confront and struggle with the paradoxes inherent in our work." --Candace Thompson, organization development consultant, First Chicago NBD--A Bank One Company "Block has distilled years of experience into a wise, down-to-earth, and eminently practical guide to excellence in consulting. If you are new to the practice, Flawless Consulting will chop years off your learning cycle. And even if you're an old pro, Block's insights will elevate you to new levels of effectiveness. Flawless Consulting is not simply about becoming a better consultant; it is about using consulting as a path toward becoming

a better person." --Barry Oshry, president, Power & Systems, Inc.; author of Seeing Systems and Leading Systems

This book provides a thorough examination of a variety of specialties within the broad range of management consulting. A book of such scope and depth could only be written by a large number of experts, each from one of the many specialties related to management consulting. Together, all 27 contributors take the reader through an industry that is currently undergoing significant change. While covering all the major practice areas of consulting, the book also offers new insights into change processes and addresses compelling management issues now facing consulting firms.

This sequel has been thoroughly updated to cover current government procurement rules affecting consultants along with a broad range of marketing, financial, professional and ethical issues. Features the latest in computer and office equipment with tips on purchasing the right product. A complete "Reference File" contains suggested books, periodicals, consultants' organizations, public speaking contacts and much more.

Visualization—in your own imagination, on the wall, and with media—supports any consultant who is learning to design and facilitate transformational change, leadership development, stakeholder involvement processes, and making sense of complex challenges. This book, from leaders in the field, shows you how. Building on Peter Block's Flawless Consulting, it explains how to visually contract and scope work, gather data, provide feedback, plan interventions, implement, and support on-going sustainability in organizational and community settings. Unlike Block's work, Visual Consulting addresses the challenging problems of guiding organizational and social change processes that involve multiple levels and types of stakeholders, with interests in both local and global environments. It demonstrates how visualization and design thinking can be used to get more creative and productive results that are "owned" by everyone. The practices described apply to organizational as well as diverse, cross-boundary consulting projects. In this book, you will. . . Learn powerful visual tools for all key stages of the consulting process, including marketing your services Understand the predictable challenges of change and how to successfully guide organizations and communities through them Learn how to collaborate with clients to get sustainable results Find tools for using visualization comprehensively, for both inner and outer work Successfully guide change in both organizations and communities The fourth installment in the Visual Facilitation series, this book teaches you how to activate the full range of visual tools, methods, and models to support stepping into successful, contemporary consulting relationships.

Goes beyond the spirit of empowerment to discuss the benefits of companies that offer equity and partnership for its employees at all levels, discussing what stewardship means, management accountability, quality control, and human resources. Reprint. 30,000 first printing. \$40,000 ad/promo. IP.

The second edition of Peter Block's Flawless Consulting gracefully updates what many consider the best resource of its kind. New chapters on implementation, "whole-system" strategies, and ethics are included, but in general it simply fine-tunes Block's proven advice to match the transformations that business and society have undergone since initial publication two decades ago. "The days of long studies and expert-driven answers are passing," the author proclaims in his new preface. "The task of the consultant is increasingly to build the capacity of clients to make their own assessments and answer their own questions." He then subtly modifies his established recommendations accordingly for every step, from the initial client meeting and problem diagnosis through data collection and the execution of solutions. In the section on "Conducting a Group Feedback Meeting," for example, he advises: "Treat the group as a collection of individuals ... Ask each person what he or she wants from the meeting. This will surface differences and force the group to take responsibility for some of the difficulties that may arise."--Howard Rothman.

Modern culture's worship of "how-to" pragmatism has turned us into instruments of efficiency and commerce—but we're doing more and more about things that mean less and less. We constantly ask "how?" and still struggle to find purpose and act on what matters. Instead of acting on what we know to be of importance, we wait for bosses to change, we seek the latest fad, we invest in one more degree. Asking how keeps us safe—instead of being led by our hearts into uncharted territory, we keep our heads down and stick to the rules. But we are gaining the world and losing our souls. Peter Block puts the "how-to" craze in perspective and presents a guide to the difficult and life-granting journey of bringing what we know is of personal value into an indifferent or even hostile corporate and cultural landscape. He raises our awareness of the trade-offs we've made in the name of practicality and expediency, and offers hope for a way of life in which we're motivated not by what "works," but by the things that truly matter in life—idealism, intimacy, depth and engagement.

The Secrets of Consulting--techniques, strategies, and first-hand experiences--all that you'll need to set up, run, and be successful at your own consulting business.

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