



The Seven Cs of Consulting: Your Complete Blueprint for any Consultancy Assignment

Mick Cope

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For any consultant aiming to survive and grow in this complex world, they need to have a clear and concise change model to hand, one that can guarantee delivery of a wide range of change projects. Based around the author's 7C's model (Client, Clarify, Create, Change, Confirm, Continue, Close), this book offers both budding and experienced consultants a solid and robust framework to enhance their ability to manage any consultancy assignment. - from understanding the client's needs, through to successful assignment completion and developing new business out of that success. With the help of the crib notes on the pull-out back pocket guide, the 7 C's model will show you how to improve your professionalism, and deliver clear and demonstrable results to clients, bringing them back for more.

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