The Consulting Bible: Everything You Need To Know To Create And Expand A Seven Figure Consulting Practice

"... a curriculum geared toward helping students gain skills in consciously regulating their actions, which in turn leads to increased control and problem solving abilities. Using a cognitive behavior approach, the curriculum's learning activities are designed to help students recognize when they are in different states called "zones," with each of four zones represented by a different color. In the activities, students also learn how to use strategies or tools to stay in a zone or move from one to another. Students explore calming techniques, cognitive strategies, and sensory supports so they will have a toolbox of methods to use to move between zones. To deepen students' understanding of how to self-regulate, the lessons set out to teach students these skills: how to read others' facial expressions and recognize a broader range of emotions, perspective about how others see and react to their behavior, insight into events that trigger their less regulated states, and when and how to use tools and problem solving skills. The curriculum's learning activities are presented in 18 lessons. To reinforce the concepts being taught, each lesson includes probing questions to discuss and instructions for one or more learning activities. Many lessons offer extension activities and ways to adapt the activity for individual student needs. The curriculum also includes worksheets, other handouts, and visuals to display and share. These can be photocopied from this book or printed from the accompanying CD."--Publisher's website.

An updated third edition of the most comprehensive guide tosmall business success Whether you're a novice entrepreneur or a seasoned pro, TheSmall Business Bible offers you everything you need to know tobuild and grow your dream business. It shows you what really works(and what doesn't) and includes scores of tips, insiderinformation, stories, and proven secrets of success. Even if you'verun your own business for years, this handy guide keeps you up todate on the latest business and tech trends. This ThirdEdition includes entirely new chapters devoted to social media,mobility and apps, and new trends in online discounting and groupbuying that are vital to small business owners everywhere. New chapters include: How to use Facebook, Twitter, and other social media tools toengage customers and potential stakeholders How to generate leads and win strategic partnerships withLinkedIn How to employ videos and YouTube to further your brand What you need to know about Groupon and group discountbuying What mobile marketing can do for your business Give your small business its best shot by understanding the bestand latest small business strategies, especially in thistransformative and volatile period. The Small Business Bibleoffers every bit of information you'll need to know to succeed.

The RVer's Bible is the ultimate guide to living and traveling in a recreational vehicle. From purchasing, maintaining, and driving the rig to navigating the emotional pitfalls of life on the road, this handbook covers all the bases. Now revised and updated, the RVer's Bible keeps you up-to-date with all the new technologies and systems of the 21st century RV.

Have you ever thought your business was meant to be much more than just a means to make money? Biblical businesses are God's first choice as the means to bless mankind, build character, and develop faith. They hold the solution for much of what ails our economy and our culture. Join Dave Kahle as he explores what the Bible has to say about businesses and your role in leading a kingdom oriented business. You'll uncover Biblical truths that you may have never seen before. Your views on business will never be the same. Find your place in the movement and unlock the full potential of your business.

Gillian McKeith's Food Bible

Equipping Churches to Experience Sustained Health

The Consulting Interview Bible

The Bartender's Bible

Value-Based Fees

How to Get What You Want by Saying What You Mean

The Small Business Bible

Harness the powerful new SQL Server 2012 Microsoft SQL Server 2012 is the most significant update to this product since 2005, and it may change how database administrators and developers perform many aspects of their jobs. If you're a database administrator or developer, Microsoft SQL Server 2012 Bible teaches you everything you need to take full advantage of this major release. This detailed guide not only covers all the new features of SQL Server 2012, it also shows you step by step how to develop top-notch SQL Server databases and new data connections and keep your databases performing at peak. The book is crammed with specific examples, sample code, and a host of tips, workarounds, and best practices. In addition, downloadable code is available from the book's companion web site, which you can use to jumpstart your own projects. Serves as an authoritative guide to Microsoft's SQL Server 2012 for database administrators and developers Covers all the software's new features and capabilities, including SQL Azure for cloud computing, enhancements to client connectivity, and new functionality that ensures high-availability of mission-critical applications Explains major new changes to the SQL Server Business Intelligence tools, such as Integration, Reporting, and Analysis Services Demonstrates tasks both graphically and in SQL code to enhance your learning Provides source code from the companion web site, which you can use as a basis for your own projects Explores tips, smart workarounds, and best practices to help you on the job Get thoroughly up to speed on SQL Server 2012 with Microsoft SQL Server 2012 Bible.

It's now proven beyond all doubt that eating more leafy green vegetables helps to prevent cancer. This book offers information on how food affects your health, well-being, ageing, ability to fight disease and quality of life. It covers common illnesses and diseases.

Though it's a potentially lucrative enterprise, the reality of independent consulting seldom matches the dream. Most solo consultants and boutique consulting firms are perpetually within six months of bankruptcy due to the sputtering unreliability of their new business engines. The problem, according to international consulting expert David A. Fields, is twofold: 1) lack of a consistent, proven plan, and 2) fundamental misunderstanding about what clients want in a consultant. Fields, who has helped hundreds of consultants and boutique firms worldwide build lucrative, sustainable practices, replaces the typical consultant's mindset of emphasizing expertise and differentiated processes with a focus on building relationships, engendering trust, and solving clients' existing problems. In The Irresistible Consultant's Guide to Winning Clients: Six Steps to Unlimited Clients and Financial Freedom, Fields synthesizes his decades of experience into a step-by-step approach to winning more projects from more clients at higher fees. From nuts-and-bolts business advice and tactics to a deeply insightful breakdown of the human side of a very human profession, Fields delivers a comprehensive guidebook that is at once highly approachable and satisfyingly detailed.

Debian GNU/Linux is one of the major Linux distributions available today. It is known as the most open" of the Linux distributions -- for its commitment to the free software principals, and its community-centricism. It is also known for its tradition of high-quality packages and package management tools, as well as its focus on security issues. Debian GNU/Linux(r) Bible focuses on common apps, GUIs, networking, and system administration. The Debian Project's Internet-based development model has helped the distribution achieve unparalleled Internet functionality. One of the most popular features in Debian GNU/Linux is "apt-get," which automates free network downloads of all software package updates, making the Debian CD the last CD you will ever need to keep your system up-to-date with Linux."

The Complete A-Z Guide to a Healthy Life

Everything You Need to Know About Choosing, Using, and Enjoying Your RV

Getting Started in Consulting

Lessons from the #1 Bestseller of All Time

How to Solve Big Problems and Test New Ideas in Just Five Days

The Zones of Regulation

Living By the Book

Amoral, cunning, ruthless, and instructive, this multi-million-copy New York Times bestseller is the definitive manual for anyone interested in gaining, observing, or defending against ultimate control – from the author of The Laws of Human Nature. In the book that People magazine proclaimed "beguiling" and "fascinating," Robert Greene and Joost Elffers have distilled three thousand years of the history of power into 48 essential laws by drawing from the philosophies of Machiavelli, Sun Tzu, and Carl Von Clausewitz and also from the lives of figures ranging from Henry Kissinger to P.T. Barnum. Some laws teach the need for prudence ("Law 1: Never Outshine the Master"), others teach the value of confidence ("Law 28: Enter Action with Boldness"), and many recommend absolute self-preservation ("Law 15: Crush Your Enemy Totally"). Every law, though, has one thing in common: an interest in total domination. In a bold and arresting two-color package, The 48 Laws of Power is ideal whether your aim is conquest, self-defense, or simply to understand the rules of the game.

Bestselling author of Million Dollar Consulting sharesthe secrets of writing winning proposals Intended for consultants, speakers, and other professionalservices providers, Million Dollar Consulting®Proposals ends forever the time-consuming and often frustratingprocess of writing a consulting proposal. It begins with thebasics—defining these proposals and why they arenecessary—and coaches you through the entire proposalprocess. In this book, you'll learn how to establish outcome-basedbusiness objectives and maximize your success and commensuratefees. From bestselling author Alan Weiss, Million Dollar ConsultingProposals delivers step-by-step guidance on the essentialelement in creating a million dollar consultancy. Outlines the nine key components to a Million Dollar Consultingproposal structure Presents a dozen Golden Rules for presenting proposals Offers online samples, forms, and templates to maximize theeffectiveness of these tools The New York Post calls bestselling author Alan Weiss"one of the most highly regarded independent consultants inAmerica." Alan Weiss's expert guidance can lead your consulting businessto unprecedented success, and it all starts with a million dollarproposal.

You're probably missing some of the most interesting books of the Bible. In the Jewish tradition, the five books known as "The Five Scrolls" perform a central liturgical function as the texts associated with each of the major holidays. The Song of Songs is read during Passover, Ruth during Shavuot, Lamentations on Tisha B'av, Ecclesiastes during Sukkot, and Esther during the celebration of Purim. Together with the five books of the Torah, these texts orient Jewish life and provide the language of the faith. In the Christian tradition, by contrast, these books have largely been forgotten. Many churchgoers can't even find them in their pew Bibles. They are rarely preached, come up only occasionally in the lectionary, and are not the subject of Bible studies. Thus, their influence on the lives and theology of many Christians is entirely negligible. But they deserve much more attention. With scholarly wisdom and a quick wit, Williamson insists that these books speak urgently to the pressing issues of the contemporary world. Addressing themes of human sexuality, grief, immigration, suffering and protest, ethnic nationalism, and existential dread, he skillfully guides readers as they rediscover the relevance of the Five Scrolls for today.

The complete guide to Excel 2019 Whether you are just starting out or an Excel novice, the Excel 2019 Bible is your comprehensive, go-to guide for all your Excel 2019 needs. Whether you use Excel at work or at home, you will be guided through the powerful new features and capabilities to take full advantage of what the updated version offers. Learn to incorporate templates, implement formulas, create pivot tables, analyze data, and much more. Navigate this powerful tool for business, home management, technical work, and much more with the only resource you need, Excel 2019 Bible. Create functional spreadsheets that work Master formulas, formatting, pivot tables, and more Get acquainted with Excel 2019's new features and tools Whether you need a walkthrough tutorial or an easy-to-navigate desk reference, the Excel 2019 Bible has you covered with complete coverage and clear expert guidance.

How to Create a Culture of Disciple-Making Right Where You Are

The Forgotten Books of the Bible

1001 Mixed Drinks

Your Step-By-Step Guide to Success

The Ultimate Prep Guide for Consulting Interviews

The Irresistible Consultant's Guide to Winning Clients

Expert, step-by-step advice for a successful and profitable career

For everyone who has ever wished Dr. Spock had written about dogs instead—The Dog Bible is your essential guide to everything you will ever need to know. Whether you're a first-time dog owner or an expert, your dog would want you to read this book. Encyclopedic in scope, it covers not only the basics, but every practical aspect of life with a dog, including many fascinating and helpful subjects never before collected in one volume. Life-saving advice about the special needs of toy breeds: everything you need to know to protect and enhance their wonderfully long lives Dog Psychology: Eye-opening ideas from an emerging field of study, including a chapter on the weird things dogs do—and why! Tracie Hotchner, lifelong dog owner and author of the million-copy bestseller, Pregnancy and Childbirth, has distilled years of research into one comprehensive, accessible guide. You'll make hundreds of decisions about your dog's care during his lifetime. THE DOG BIBLE is here to give you the latest and best information available to help you make those decisions. It's everything your dog would want you to know.

A Practical Guide to Creating and Sustaining a Culture of Disciple-Making in Any Church Over the last few decades American churches have produced plenty of converts but not as many mature believers. Studies show the majority of Christians don't even understand the basics of faith. But how do you tackle such a big problem? Replicate shows church leaders how to make disciples who make disciples and get the rest of your church on board as well. This one-on-one relational ministry is how Jesus laid the foundation for His church that is still growing today, and it's how we continue the work in our own local congregations. Learn the five marks of a healthy disciple-making church, how to influence culture, uproot misconceptions of the church and the gospel, and change your church and community. No more focusing on mere numbers, it's time to grow in maturity and through multiplication.

Observe...Interpet...Apply People with Bibles don't always know how to use them. They're good at absorbing and repeating material from sermons, commentaries, and blogs, but they miss the fullness and joy that comes from studying the Bible for themselves. The power to change the world is available, but it goes untapped. Though study aids are helpful, imagine if your primary ministry curriculum was Scripture itself. You could study the Bible, teach people how to study it themselves, and expect those folks to lead their own Bible studies with their neighbors, coworkers, and friends. Each year, you'd see an increasing number of men and women wield the sword of the Spirit, piercing hearts and drawing the lost to Jesus. Ordinary people can learn to study the Bible. These people may not have much free time. But they love Jesus and want to be more like him. They want to know him. Knowable Word offers a foundation on why and how to study the Bible. Using a running study of the first chapter of Genesis, it illustrates how to observe, interpret, and apply the Scripture and gives the vision behind each step. It also shows how to read each Bible passage in light of salvation history. But besides being just a how-to on Bible study, it fuels the desire to learn and grow through studying the Scriptures. This book will appeal to three kinds of people: 1. Beginners who love God and his Word 2.Mature Christians who want to improve their Bible study skills 3.Leaders who long not only to teach but also to equip Knowable Word offers what each group needs: a sensible Bible study method. By learning to observe, interpret, and apply, ordinary people will grow extraordinarily close to Jesus Christ as they learn to study his knowable Word.

Featuring a new preface, afterword and Radically Candid Performance Review Bonus Chapter, the fully revised & updated edition of Radical Candor is packed with even more guidance to help you improve your relationships at work. 'Reading Radical Candor will help you build, lead, and inspire teams to do the best work of their lives.' Sheryl Sandberg, author of Lean In. If you don't have anything nice to say then don't say anything at all . . . right? While this advice may work for home life, as Kim Scott has seen first hand, it is a disaster when adopted by managers in the work place. Scott earned her stripes as a highly successful manager at Google before moving to Apple where she developed a class on optimal management. Radical Candor draws directly on her experiences at these cutting edge companies to reveal a new approach to effective management that delivers huge success by inspiring teams to work better together by embracing fierce conversations. Radical Candor is the sweet spot between managers who are obnoxiously aggressive on the one side and ruinously empathetic on the other. It is about providing guidance, which involves a mix of praise as well as criticism – delivered to produce better results and help your employees develop their skills and increase success. Great bosses have a strong relationship with their employees, and Scott has identified three simple principles for building better relationships with your employees: make it personal, get stuff done, and understand why it matters. Radical Candor offers a guide to those bewildered or exhausted by management, written for bosses and those who manage bosses. Drawing on years of first-hand experience, and distilled clearly to give practical advice to the reader, Radical Candor shows you how to be successful while retaining your integrity and humanity. Radical Candor is the perfect handbook for those who are looking to find meaning in their job and create an environment where people love both their work and their colleagues, and are motivated to strive to ever greater success.

Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice

The Art and Science of Reading the Bible

Revelation

The 48 Laws of Power

Python 2.1 Bible

The Unstuck Church

A Curriculum Designed to Foster Self-regulation and Emotional Control

'Finally! The book that millions of people have been crying out for. An empowering guide of how to use your work to achieve independence, inspiration and - crucially - balance' Bruce Daisley, author of The Joy of Work and VP,Twitter You want to go freelance. You want to make your career work for you, on your terms and determined by your own definition of success. You want autonomy, flexibility and variety. But where do you start? In The Freelance Bible, award-winning entrepreneur and freelancer, Alison Grade, guides you through absolutely everything that you need to know to start your successful self-employed life. Starting from day one, she will help you develop your personal brand, pick up the financial essentials, grow your client base, manage your work-life balance, negotiate deals and value your time as you become more established. This is your complete guide to turning your talent into a fulfilling and sustainable career. 'Alison strikes an excellent and inspirational balance; sharing tips and advice that help you work out how to be secure in insecurity and ace the journey to becoming a freelancer' Alex Mahon CEO, Channel 4

In this thoroughly revised edition of his classic book, Alan Weiss shows how consulting fees are dependent on only two things: value provided in the perception of the buyer and the intent of the buyer and the consultant to act ethically. Many consultants, however, fail to understand that perceived value is the basis of the fee, or that they must translate the importance of their advice into long-term gains for the client in the client's perception. Still others fail to have the courage and the belief system that support the high value delivered to clients, thereby reducing fees to a level commensurate with the consultant's own low self-esteem. Ultimately, says Weiss, consultants, not clients, are the main cause of low consulting fees.

The new edition of bestselling guide to consultancy success, from the "Rock Star of Consulting" Alan Weiss The second edition of The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice remains the most comprehensive and practical guide to the consulting profession, from launch to high growth, from marketing to implementation. Legendary consultant, speaker, and bestselling author Alan Weiss shows you how to create an independent or boutique consulting practice and take it to seven-figure success. Step-by-step, this invaluable resource guides you through attracting clients, maximizing your value, and achieving your career goals. In the decade since the first publication of The Consulting Bible, an array of significant developments has dramatically impacted the consulting profession: shifts in social consciousness, the Covid-19 pandemic, disruptive technologies and virtual meetings, the globalization of the economy, the growth of social media, and many more. This exhaustively revised new edition provides specific approaches and techniques for mastering the new consulting environment and turning volatility and disruption into unlimited opportunities. Designed to help you become the authority and expert that organizations turn to again and again, this book is your one-stop resource for: Building a strong global brand that draws people to you Marketing remotely to reduce costs and allow for higher fees Mastering the latest implementation techniques Forging strong relationships with the buyers of a new generation Selecting the consulting methodology that best fits your requirements Writing proposals and creating testimonials and references Using advanced technology to sell and deliver your services Written for newcomers and veterans alike, The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice, Second Edition, is essential reading for every solo consultant, entrepreneur, and principal of a small consulting firm.

Leading entrepreneurs in the multi-billion dollar consulting industry, the experts at Entrepreneur show you how to capitalize on your talents to help others achieve their business goals. Coached by experts, learn to define your market, find and keep clients, obtain licenses, set rates, monitor cash flow, hire staff, prepare contracts, agreements, and reports, and more. Includes new interviews with successful consultants, updated answers to frequently asked questions, and a completely refreshed list of the top 20 consulting businesses.

Start Your Own Consulting Business

The Forgotten Books of the Bible: Recovering the Five Scrolls for Today

MCSE Consulting Bible

An Introduction to Management Consultancy

Everything Your Dog Wants You to Know

Everything You Need to Go Solo in Any Industry

Consultants work in all fields. They operate from offices and from home, work for investment firms and as personal trainers, or have expertise as accountants and wedding planners. The independence, flexibility, and potential income it brings make for an exciting and satisfying career. And it's an increasingly popular one for highly skilled, motivated professionals who

economy. This guide features tips and tricks to help beat the competition, including how to: Set—and keep—personal and financial goals Organize important paperwork Price and market specific services Create advertising and publicity plans Grow a business, from finding a partner to managing employees Minimize and eliminate business risks Consultants are how to operate a successful business. With advice from experts in a variety of areas, this valuable guide helps you create the business of your dreams!

How can you turn your skills and expertise and package and present it to become a successful consultant? There are proven time-tested principles, strategies, tactics and best-practices the most successful consultants use to start, run and grow their consulting business. Consulting Success teaches you what they are. In this book you'll learn: - How to p authority in your marketplace - Effective marketing and branding materials that get the attention of your ideal clients - Strategies to increase your fees and earn more with every project - The proposal template that has generated millions of dollars in consulting engagements - How to develop a pipeline of business and attract ideal clients - Productivity s more done in one week than most people do in a month - And much, much more

The Consulting BibleEverything You Need to Know to Create and Expand a Seven-Figure Consulting PracticeJohn Wiley & Sons

The final book of the Bible, Revelation prophesies the ultimate judgement of mankind in a series of allegorical visions, grisly images and numerological predictions. According to these, empires will fall, the "Beast" will be destroyed and Christ will rule a new Jerusalem. With an introduction by Will Self.

Networking Bible

The Proven Guide to Start, Run and Grow a Successful Consulting Business

How to Charge - and Get - What You're Worth

Helping Ordinary People Learn to Study the Bible

The RVer's Bible (Revised and Updated)

Guerrilla Marketing for Consultants

The Everything Start Your Own Consulting Business Book

Acclaimed church leader, blogger, founder and chief strategic officer of The Unstuck Group, Tony Morgan unpacks the lifecycle of a typical church, identifies characteristics of each phase, and provides practical next steps a church can take to move towards sustained health. Think about your church for a moment. Is it growing? Is it diminishing? Is it somewhere in between? Acclaimed church leader, blogger, and founder and chief strategic officer of The Unstuck Group, Tony Morgan has identified the seven stages of a church's lifecycle that range from the hopeful and optimistic days of launch, to the stagnating last stages of life support. Regardless of the stage in which you find your church, it carries with it the world's greatest mission—to "go and make disciples of all the nations . . ." With eternity at stake the Church should be doing most everything within its power to see lives changed forever. The Church should strive for the pinnacle of the lifecycle, where they are continually making new disciples and experiencing what Morgan refers to as "sustained health." In The Unstuck Church, Morgan unpacks each phase of the church lifecycle, and offers specific and strategic next steps the church leader can take to find it's way to sustained health . . . and finally become unstuck. The Unstuck Church is a call for honest an assessment of where your church sits on the lifecycle, and a challenge to move beyond it.

The Python 2.1 Bible provides the only complete Python language reference on the market and includes all the information and software that developers need to use Python as a rapid application development tool. The Python 2.1 Bible fills a critical void in the Python reference market. Although it includes a complete Python language reference section, it is still geared towards those of you who already have some programming experience. This book explains each piece of technology in depth and shows through clear examples why each feature is useful. This is the manual you've been waiting for -- the one that covers all major Python components without glossing over how the various pieces fit together.

Have you ever laughed so much you wet yourself - just a little bit? Or found yourself crossing your legs on the doorstep frantically searching for your keys? Do you get up at night to go to the toilet more than once? An estimated 200 million people around the world suffer from some form of urinary incontinence. It's an embarrassing problem that affects women disproportionately as a result of pregnancy and childbirth. In The Pelvic Floor Bible, Jane Simpson argues that it's time for us all to feel the squeeze and celebrate the wonder of our pelvic floor muscles. She shows you how to incorporate pelvic floor exercises as part of your daily routine in order to prevent issues in later life and cure existing problems now. Learn how to treat common problems such as stress incontinence, overactive bladder and prolapse, get back into shape post-pregnancy and enjoy a healthy sex life at every stage of your life. Incontinence is both preventable and curable through pelvic floor exercises and rehabilitation but too many people assume nothing can be done, follow incorrect advice or are ashamed to seek help. We need to end the taboo now.

According to the 1999 Salary Survey conducted by MCP Magazine, the average MCSE has 6.8 years of experience. The average self-employed MCSE consultant with 6 - 9 years of experience earns $85,000 - that's over $8,000 more than the average salary +bonus and benefits package of other MCSEs. There is ademand for MCSEs who can offer a variety of technical expertise and services, and this book will show readers how to create a successful consulting business. MCSE Consuling Bible walks readers through the issues to consider when making the decision to start their own consulting business and then offers key advice on each aspect of the business from deciding what services to offer, to marketing, to maintaining customer relationships.

Million Dollar Consulting Proposals

Replicate

Radical Candor

Knowable Word

6 Steps to Unlimited Clients & Financial Freedom

The Freelance Bible

How to Launch and Grow a Seven-Figure Consulting Business

Everything you need to know about building a successful, world-class consulting practice Whether you are a veteran consultant or new to the industry, an entrepreneur or the principal of a small firm, The Consulting Bible tells you absolutely everything you need to know to create and expand a seven-figure independent or boutique consulting practice. Expert author Alan Weiss, who coaches consultants globally and has written more books on solo consulting than anyone in history, shares his expertise comprehensively. Learn and appreciate the origins and evolution of the consulting profession Launch your practice or firm and propel it to top performance Implement your consulting strategies in public and private organizations, large or small, global or domestic Select from the widest variety of consulting methodologies Achieve lasting success in your professional career and personal goals The author is recognized as "one of the most highly regarded independent consultants in America" by the New York Post and "a worldwide expert in executive education" by Success Magazine Whether you're just starting out or looking for the latest trends in modern practice, The Consulting Bible gives you an unparalleled toolset to build a thriving consultancy.

Mix Drinks Like A Pro Now you can with this indispensable handbook, the most thorough'and thoroughly accessible'bartending guide ever created for both professional and home use. Encyclopedic in scope and filled with clear, simple instructions, The Bartender's Bible includes information on: Stocking and equipping a bar'from liquors and mixers to condiments, garnishes, and equipment Shot-by-shot recipes for over 1,000 cocktails and mixed drinks from bourbon to rum to whiskey Wine drinks Beer drinks Nonalcoholic drinks Special category drinks'tropical, classics, aperitifs, cordials, hot drinks, and party punches Anecdotes and histories of favorite potables And more! If you've ever wondered whether to shake or stir a proper Martini, or what to do with those dusty bottles of flavored liqueurs,The Bartender's Bibleis the only book you need! A bartender, as a rule, is a person who enjoys the company of others, endeavors to solve problems, listens to the woes of the world, sympathizes with the mistreated, laughs with the comedians, cheers up the down at heart, and generally controls the atmosphere at his or her bar. A bartender is the manager of moods, the master of mixology. Certain scenarios are played out over and over again in bars everywhere. The questions are basically the same; only the details vary: What's in a true Singapore Sling? How long has the Martini been around? What's the difference between a Fix and a Fizz? A reference book is as necessary to a bartender as ice. -- from The Bartender's Bible

Trusted advice on successful consulting from the authors of the bestselling Guerrilla Marketing series Consulting is entering the era of the guerrilla client-buyers with a glut of information at their fingertips and doubts about the value consultants add. Guerrilla Marketing for Consultants is the first book to reveal how guerrilla marketing can transform today's challenges into golden opportunities for winning profitable work from the new breed of consulting clients. Packed with information, this step-by-step guide details the 12 marketing secrets every consultant should know, the anatomy of a marketing plan, Web sites, sources of free publicity, direct-mail marketing, winning proposals, and more. Jay Conrad Levinson (San Rafael, CA) is the Chairman of the Board of Guerrilla Marketing International and the author or coauthor of more than 30 books, including the bestselling Guerrilla Marketing series. Michael W. McLaughlin (Mill Valley, CA) has been a partner with Deloitte Consulting since 1994.

The Long-Awaited Update for Building a Thriving Consultancy Completely updated for today's busier-than-ever consultants, this classic guide covers the ins and outs for competing and winning in this ultracompetitive field. You'll find step-by-step advice on how to raise capital, attract clients, create a marketing plan, and grow your business into a $1 million-per-year firm, plus brand-new material on: Blogging and social networking Global consulting Delegating labor Profiting in a troubled market Retainer business Internet marketing Praise for the previous editions of Million Dollar Consulting: "If you're interested in becoming a rich consultant, this book is a must read." Robert F. Mager, founder and president, Mager Associates, and member of the Training & Development Hall of Fame "Blast out of the per diem trap and into value billing." Jim Kennedy, founder, publisher, and editor, Consultants News "The advice on developing price structure alone is worth a hundred times the price of the book." William C. Byham, Ph.D., author of Zapp! "Must reading for those who are beginning a practice or seeking to upgrade an existing practice." Victor H. Vroom, John G. Searle Professor, School of Management, Yale University

Million Dollar Consulting

The Basics and Beyond

Sprint

Consulting Success

Excel 2019 Bible

The New Business of Consulting

Debian GNU/Linux Bible

For every person who draws strength and direction from the Bible, there are many more who struggle with it. Some call it a long book with fine print and obscure meaning. Some call it a mystery, a chore to read, or an undecipherable puzzle. The good news is you can easily solve this problem. With over 300,000 sold, this revised and expanded edition of Living by the Book will remove the barriers that keep Scripture from transforming your life. In a simple, step-by-step fashion, the authors explain how to glean truth from Scripture. It is practical, readable, and applicable. By following its easy-to-apply principles, you'll soon find yourself drawing great nourishment from the Word—and enjoying the process! The Living by the Book Workbook is the perfect compliment to provide practical application of lessons.

From three design partners at Google Ventures, a unique five-day process--called the sprint--for solving tough problems using design, prototyping, and testing ideas with customers.

Everything you ever wanted to know about consulting—a practical roadmap for aspiring entrepreneurs Seismic changes occurring in the workforce are leading to more and more people entering the world of contract, freelance, and contingency work. Rapid changes in demographics and advances in technology have led companies and talent to engage in profoundly new ways and consulting is one of the keys to success. The New Business of Consulting is authentic and practical, and shares the knowledge and skills required to start and grow a successful consulting business. From how to make a smooth career transition, to how to determine a consulting fee, to how consultants inadvertently create a bad reputation, it covers everything you need to know to thrive and flourish in this competitive field. Covers contemporary topics, such as how to achieve success in the gig economy Discloses a reliable technique to land the clients you want Presents options to help you balance your life and your business Prepares you for naming your business, managing critical financial issues, and building a client relationship Shows you how to take your income and impact beyond working as a solopreneur The crucial start-up days of a consulting business may be frenetic and fraught with questions. This new edition provides sanity and answers all the questions. It includes practical tools, templates, and checklists that you can download and implement immediately.

Everything you need to set up and maintain large or small networks Barrie Sosinsky Networking Bible Create a secure network for home or enterprise Learn basic building blocks and standards Set up for broadcasting, streaming, and more The book you need to succeed! Your A-Z guide to networking essentials Whether you're setting up a global infrastructure or just networking two computers at home, understanding of every part of the process is crucial to the ultimate success of your system. This comprehensive book is your complete, step-by-step guide to networking—from different architectures and hardware to security, diagnostics, Web services, and much more. Packed with practical, professional techniques and the very latest information, this is the go-to resource you need to succeed. Demystify the basics: network stacks, bus architectures, mapping, and bandwidth Get up to speed on servers, interfaces, routers, and other necessary hardware Explore LANs, WANs, Wi-Fi, TCP/IP, and other types of networks Set up domains, directory services, file services, caching, and mail protocols Enable broadcasting, multicasting, and streaming media Deploy VPNs, firewalls, encryption, and other security methods Perform diagnostics and troubleshoot your systems

Breakthrough Tactics for Winning Profitable Clients

Everything You Need to Know to Prevent and Cure Problems at Every Stage in Your Life

A Practical Guide to Business Development for Consulting and Professional Services

Microsoft SQL Server 2012 Bible

How Clients Buy

What If It Did Work?

The Consulting Bible

The Unbeatable, Updated, Comprehensive Guidebook For First-Time Consultants Getting Started In Consulting More people than ever are making the jump from corporate offices to home offices, taking control of their futures, being their own bosses, and starting their own consultancies. Consulting is a bigger business than ever and growing every day. For almost a decade, Alan Weiss's Getting Started in Consulting has been an indispensable resource for anyone who wants to strike out on his own and start a new consulting business. It provides a rich source of expert advice and practical guidance, and it shows you how you can combine low overhead and a high degree of organization to add up to a six- or even seven-figure income. You'll learn everything you need to know about financing your business, marketing your services, writing winning proposals, meeting legal requirements, setting fees, keeping the books, and much more. This new Third Edition of Getting Started in Consulting is more comprehensive, up to date, and practical than ever. In addition to the nuts-and-bolts basics, you'll also get a wealth of new information and resources: How to leverage new technologies to lower your business costs and increase your profits A budget sampler that shows you how best to maximize an initial start-up investment of $5,000, $10,000, or $20,000 Free downloadable tools and forms to help you design and start your business quickly and easily New interviews with consultants who achieved rapid success, including their personal stories and most effective techniques Brand-new references, examples, and appendices If your dream in life is to get out of the office and out on your own, consulting is a great way to make it happen. Make sure you do it right—and do it profitably—with Getting Started in Consulting, Third Edition.

The real-world guide to selling your services and bringing in business How Clients Buy is the much-needed guide to selling your services. If you're one of the millions of people whose skills are the 'product,' you know that you cannot be successful unless you bring in clients. The problem is, you're trained to do your job—not sell it. No matter how great you may be at your actual role, you likely feel a bit lost, hesitant, or 'behind' when it comes to courting clients, an unfamiliar territory where you're never quite sure of the line between under- and over-selling. This book comes to the rescue with real, practical advice for selling what you do. You'll have to unlearn everything you know about sales, but then you'll learn new skills that will help you make connections, develop rapport, create interest, earn trust, and turn prospects into clients. Business development is critical to your personal success, and your skills in this area will dictate the course of your career. This invaluable guide gives you a set of real-world best practices that can help you become the rainmaker you want to be. Get the word out and make productive connections Drop the fear of self-promotion and advertise your accomplishments Earn potential clients' trust to build a lasting relationship Scrap the sales pitch in favor of honesty, positivity, and value Working in the consulting and professional services fields with difficulties not encountered by those who sell tangible products. Services are often under-valued, and become among the first things to go when budgets get tight. It is now harder than ever to sell professional services, so your game must be on-point if you hope to out-compete the field. How Clients Buy shows you how to level up and start winning the client list of your dreams.

'I have never seen such a book about management consulting before: this sets a new standard. This book is extremely thorough and addresses all of the relevant topics.' - Sander van 't Noordende, Group Chief Executive Products Operating Group, Accenture Whether you are looking to build on your management studies or experience of working in business, you are likely to have come across management consultancy and will need a clear and concise introduction to this area to help you understand its practices and techniques in order to hire and implement management consultancy in the future. This text provides you with these essentials for success in your studies and later industries when working with and not just for consultancy firms. The text is built around learning objectives to empower your understanding of the 'what', 'how', 'when' and 'why' at macro and micro levels of management consultancy and its stakeholders, and provides you with engaging real life examples and extra web materials for study. As well as full courses on management consultancy, this text will be invaluable to your management knowledge and skill-set across strategy, change, analytics, problem-solving, solution implementation and decision-making as applied by the world's top management consulting firms, such as McKinsey & Company, The Boston Consulting Group, and Bain & Company. Visit the companion website www.sagepub.co.uk/baaij Lecturer's resources Lecturer's guide Teaching notes per chapter Answer guidance to end-of-chapter questions in book Suggested discussion questions Suggested small group assignments Suggested small group field project Lecture slides Option 1: provide all figures of the book on PowerPoint slides Option 2: create complete PowerPoint presentations for each chapter Exercises Exam questions Discussion forum Student resources Templates for developing logical structures Web resources Consultancy publications Consultancy web site, career page Job application preparation services Consultancy institutions

How to Write a Proposal That's Accepted Every Time

The Pelvic Floor Bible

The Good Book on Business
Everything You Need to Know to Succeed in Your Small Business
The Dog Bible