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**The Secrets  
Of Consulting  
A Guide To Giving  
And Getting  
Advice  
Successfully  
Gerald M  
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~~Premium Package~~  
~~Secrets Ep. 3~~ What  
You Must Know About  
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Ep. 6 *Secret of the*

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*Consultants Secrets*

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*business Matching*

*Case Interviews to*

*Problem Solving*

*Frameworks (Video 5*

*of 12)*

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*Narrowing Your  
Target Market -  
Successful Coaching  
& Consulting*

**Secrets Ep. 8 Is  
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Consulting For You?  
- Successful**

**Coaching &  
Consulting Secrets  
Ep. 1 Why You Need  
A Mentor - Successful  
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## Ep. 3 **The Secrets Of Consulting A**

Consulting may be defined as the art of influencing people at their request. The Secrets of Consulting takes you behind the scenes of that art, explaining in detail why the world of consulting seems so irrational, and some very practical steps

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you can take to make  
it more rational.

## **The Secrets of Consulting: A Guide to Giving and Getting ...**

The Secrets of  
Consulting by Gerald  
Weinberg is a book  
about the learning  
and wisdom of  
Weinberg's consulting  
career. The Secrets of

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Consulting from the  
outset seems like it is  
specifically aimed at  
consultants or  
perhaps employees in  
larger corporations  
but as soon as you  
read it, you instantly  
become aware that  
this book contains  
advice and wisdom  
for your life.

**The Secrets of**

*Page 13/38*

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## **Consulting: A Guide to Giving and Getting ...**

Consulting may be defined as the art of influencing people at their request. The Secrets of Consulting takes you behind the scenes of that art, explaining in detail why the world of consulting seems so irrational, and some

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very practical steps  
you can take to make  
it more rational.

Topics include:

Gaining control of  
change, marketing  
and pricing your  
services, what to do  
when they resist your  
ideas, and more.

## **The Secrets of Consulting: A Guide to Giving and**

*Page 15/38*

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## **Getting ...**

The Secrets of Consulting has been used in dozens of different fields. If you are a consultant, or ever use a consultant, this book is for you.

The author draws on his 50+ years of consulting experience to share his secrets about the often irrational world of



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consulting. A  
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Consultants should be reasonable rather rational, cultivate a paradoxical frame of mind and help clients solve their problems by themselves.

Consulting is also

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mainly about change:

A consultant will be called in either to foster or to prevent change.

## Successfully The Secrets of Gerald M Consulting a Guide to Giving and Getting ...

The Secrets of Consulting takes you behind the scenes of that art, explaining in

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detail why the world of consulting seems so irrational, and some very practical steps you can take to make it more rational.

Topics include:

Gaining control of change, marketing and pricing your services, what to do when they resist your ideas, and more.

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## **The Secrets of Consulting - A Guide to Giving And Getting ...**

The Secrets Of  
Consulting PDF  
Summary by Gerald  
Weinberg is a guide  
for all consultants who  
want to boost their  
problem-solving  
capacity by changing  
their decision-making  
mentality. Start

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growing! Boost your  
life and career with  
the best book  
summaries.

## Advice

**The Secrets Of  
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Summary - Gerald  
Weinberg ...**

Secrets of Consulting  
I do consulting work  
on the side, and like  
many consultants,  
I'm never sure if I'm

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quoting the right  
billable rate. When I  
picked up this book  
several months ago,  
the first thing I did  
was turn to chapter  
12, "Putting a Price  
on Your Head."

Gerald Weinberg  
explains several  
simple points with  
stories, including:

## **Book Review: The**

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**Secrets of  
Consulting - Brent  
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The Secrets of  
Consulting: A Guide  
to Giving and Getting  
Advice Successfully  
Paperback – Jan. 1  
1986. by Gerald M.  
Weinberg (Author),  
Virginia Satir  
(Foreword) 4.3 out of  
5 stars 78 ratings.  
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Consulting A  
Guide To Giving  
**The Secrets of  
And Getting  
Consulting: A Guide  
to Giving and  
Getting ...**

Consulting is hard,  
and the secrets are  
guides to improving  
your success and  
survival rate, not any  
set of "magic wands".  
He addresses ways in  
which you can fail just



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as much as ways to  
succeed. In  
successive chapters,  
the book deals with  
the nature of  
consulting and the  
problems it can  
address, and how to  
develop your own  
mind so that you can  
see the problems and  
come up with possible  
solutions to them.

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Consultants should be reasonable rather rational, cultivate a paradoxical frame of mind and help clients solve their problems by themselves.

Consulting is also mainly about change: A consultant will be

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called in either to  
foster or to prevent  
change.

**Amazon.com:**

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The Secrets of  
Consulting: A ...**

Widely acclaimed as  
a consultant's  
consultant, Gerald M.  
Weinberg builds on  
his perennial best-  
seller The Secrets of

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Consulting with all-new laws, rules, and principles. You'll learn how to fight burnout, stay curious, understand your clients, negotiate effectively, and much, much more.

**More Secrets of  
Consulting: The  
Consultant's Tool  
Kit ...**

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The Secrets of  
Consulting. If you are  
a consultant, or ever  
use a consultant, this  
book is for you. The  
author draws on his  
50+ years of  
consulting experience  
to share his secrets  
about the often  
irrational world of  
consulting. "This is a  
great book.

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## **Smashwords – The Secrets of Consulting – a book by Gerald ...**

The Secrets of  
Consulting by Gerald  
M Weinberg, Virginia  
Satir (Foreword by)  
starting at \$3.79. The  
Secrets of Consulting  
has 1 available  
editions to buy at Half  
Price Books  
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Secrets Of  
Low Prices, Bigger  
Selection, More Fun  
Guide To Giving

**The Secrets of  
Consulting book by  
Gerald M Weinberg**

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The Secrets of Story  
Podcast - Episode 24:  
Agency with Parker  
Peevyhouse Parker  
Peevyhouse returns  
to discuss when a  
character should

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break their own rules,  
which results in  
discussion of The  
Mandalorian , Knives  
Out, and whether  
superhero movies  
suck.

## **Secrets of Story - Cockeyed Caravan**

Here's a few of the  
many five-star  
reviews of The  
Secrets of Consulting:



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This is a wonderful book. The paperback version has been a valuable resource for many years. - Keith Pitty. I love this book for so many reasons not related to consulting.

## **The Secrets of Consulting - Email Author**

?If you are a

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Consulting, or ever  
use a consultant, this  
book is for you. The  
author draws on his  
50+ years of  
consulting experience  
to share his secrets  
about the often  
irrational world of  
consulting. "This is a  
great book. Period!  
...this advice is clearly  
applicable to more  
than just consulting; i...

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**?The Secrets of  
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Books**

The original “Secrets of Consulting” is probably one of the most important books in my collection, and I had great expectations of this follow-up volume. However, where the first book focuses

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outwards, largely on what a consultant does, the second book focuses in, much more on what a consultant is, and to my mind makes much less comfortable reading.

**More Secrets of  
Consulting: The  
Consultant's Tool  
Kit ...**

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More Secrets of  
Consulting by Gerald  
Weinberg is the  
followup to The  
Secrets of Consulting.  
Like its predecessor it  
is about the tricks of  
the trade of  
consulting. In More  
Secrets of Consulting,  
Weinberg turns the  
gaze from the  
external and how a  
consultant can act

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into the internal and  
how one can improve  
themselves.  
And Getting  
Advice  
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