

Cost-based pricing



Value-based pricing



Value Based Consulting

James S. Pepitone



Value Based Consulting:

Value-Based Fees Alan Weiss,2008-11-03 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

You're the Boss Raj Aseervatham,2016-05-02 There is no magic formula for growing a successful consulting firm but the few most important factors you must know are critical regardless of the type of consulting firm you are trying to grow With leadership diligence discipline and sustained effort these principles can help you achieve your most visionary business aspirations If you enter

Human Performance Consulting James S. Pepitone,2009-11-03 New rules require a new game plan More than 80% of today s workforce comprises knowledge and service based workers rendering obsolete the conventional understanding of organizational performance New work roles require new managerial skills and methods This innovative book shows how new human performance specialists can mold and construct work situations that enhance performance productivity and profits The methods go beyond individual improvement and show how to create and sustain work situations that foster high levels of performance Human Performance Consulting presents a comprehensive framework for designing and implementing highly effective results orientated programs that improve employee performance It gives managers and human performance professionals proven methods for boosting any organization s workforce productivity and operational performance and without huge capital expenditures high profile programs and major upheavals James Pepitone describes the role of the internal performance consultant and explains how these individuals can add financial value to any organization by guiding human performance improvement Case studies and examples give you a solid foundation for identifying and diagnosing performance problems Step by step instructions supply guidelines for working with existing management to make skillful changes that will improve performance and add measurable value

Becoming an Independent Information Professional Melissa M. Powell,2017-10-27 Many LIS professionals and students are interested in independent work opportunities either as a full time career or on a temporary or part time basis This book shares the experiences of successful information professionals who work as contractors or consultants Have you ever dreamed of life outside the library If you ve ever wondered how you as an information professional can carve out a career or even find lucrative temporary work serving as a contractor consultant or freelancer this book is for you Editor Melissa M Powell and other successful independent library professionals will help you decide if contracting is right for you describe what to expect as an independent information professional and identify the key steps to take This book

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Odyssey --The Business of Consulting Imelda K. Butler,Shayne Tracy,2015-05-14 This book provides a career framework to help consultants build grow and transform their consulting businesses by becoming brilliant at the basics This companion book to the Odyssey Consulting Institute s suite of learning materials presents a system for consultants who want to work at the highest levels and achieve greater rewards The book outlines a proven career strategy for consultants and addresses key business issues including strategic thinking and planning sales effectiveness communications marketing financials and metrics

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Management Consultancy Joe O'Mahoney,Calvert Markham,2013-03-07 Management Consultancy provides a comprehensive introduction to the consulting industry The text begins with the presentation of a theoretical underpinning before outlining how to carry out management consultancy and providing guidance on entering the industry

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Outlook ,1995 The professional publication for California CPAs

The Board of Consulting Engineers of the Isthmian Canal Commission ... ,1905

Power Notes for Steam, Mechanical and Consulting Engineers ,1926

Consultants News ,1999

Value-Based Fees Alan Weiss,2021-09-15 The latest edition of the leading guide to consulting engagement pricing from the Rock Star of Consulting Alan Weiss In the newly revised Third Edition of Value Based Fees How to Charge and Get What You re Worth best selling author speaker and renowned consultant Dr Alan Weiss delivers a thoroughly updated guide to proposing and receiving consistently high fees that are based on the value you deliver to each client you serve The author walks you through the many reasons that time and materials pricing models are outdated and inadequate and how to convert existing clients to your new value based fee model He also discusses fundamental new developments in consulting including the remote delivery of services the waning market power of the consulting giants economic globalization and the shift from project work to advisory work Among the step by step techniques and strategies provided in the book you ll find How to establish value based fees including determining your unique value and creating a good deal dynamic How to create capitalize on and market to trusted advisor

relationships How to implement fee increases immediately prevent and rebut fee objections create consulting products and explore lucrative new fields Perfect for newcomers to the consulting field as well as time tested veterans Value Based Fees is an indispensable guide for every solo consultant entrepreneur and small consulting firm *Management Consulting* ,1996
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