



Flawless Consulting: A Guide to Getting Your Expertise Used

Peter Block

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Focus on what makes for successful consulting with this practical, how-to-do-it guidebook. It applies to anyone who does consulting, even if you don't call yourself a consultant. Author Peter Block describes it this way: *You are consulting any time you are trying to change or improve a situation but have no direct control over the implementation.*

Flawless Consulting delves into the science of effective consulting . . . whether on a formal client basis or working as an employee within a multilayered company. Through the use of illustrative examples, case studies, and exercises, Block details the behaviors behind interpersonal dynamics and error-free consulting.

Using the techniques in this book, you will learn how to:

- Encourage the demand for your expertise
- Ensure that your recommendations are implemented more frequently
- Develop a partnership role with clients
- Avoid no-win consulting situations
- Increase the leverage you have with your clients
- Establish more trusting relationships with clients

Flawless Consulting points out the elements that often get in the way of productive consulting, and then shows you how to handle them and move on to clear, mutually beneficial consulting.

Based on the author's extensive internal and external consulting experience, this book will serve as an in-depth guide for developing the necessary skills for getting your expertise used, even when you don't have control!

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