

Smarter Consulting

Corruption presents a fundamental threat to the stability and prosperity of Mexico and combating it demands approaches that are both principled and practical. In 2017, the Inter-American Development Bank (IDB) approved project ME-T1351 to support Mexico in its fight against corruption using Open Innovation. Thus, the IDB partnered with the Governance Lab at NYU to support Mexico's Secretariat of Public Service (Secretaría de la Función Pública) to identify innovative solutions for the measurement, detection, and prevention of corruption in Mexico using the GovLab's open innovation methodology named Smarter Crowdsourcing. The purpose of Smarter Crowdsourcing was to identify concrete solutions that include the use of data analysis and technology to tackle corruption in the public sector. Although written at the behest of and for the Mexican context, the recommendations and plans for their implementation developed in this report could be adapted for use in other countries. This document contains 13 implementation plans laying out practical ways to address corruption. The plans emerged from "Smarter Crowdsourcing Anti-Corruption" (2017). The Smarter Crowdsourcing method is an agile process, which begins with robust problem definition followed by online sourcing of global expertise to surface innovative ideas and then turns them into practical implementation plans.

Smarter Consulting How to Start Up and Succeed as an Independent Consultant Pearson Education

How Can I Use Oracle Hyperion Planning to plan, budget and forecast? Oracle Hyperion Planning is the market leading budgeting and forecasting solution that provides powerful planning capabilities over the web and in Microsoft Excel. This book is your key to unlocking the world of Planning from an end user perspective, guiding you through the ins and outs of Planning on your quest to a better budgeting and forecasting process which in turn leads to better enterprise performance. You will learn: What is Oracle Hyperion Planning and how to connect; How to plan over the web; How to plan and build models in Microsoft Excel with Smart View; All of the Planning end user features like supporting detail, cell text, document attachments, adjusting, grid spreader and more; How to perform adhoc analysis and create reports using Smart Slices and Report Designer from Planning data forms; Steps to review and approve budgets through process management Content covers both Planning 9.3.1 and 11.1.1 versions.

Every year, thousands of highly qualified individuals from the intelligence community, the military and law enforcement – as well as related areas of government and private industry – look to strike out on their own. The excitement and the prospect of making it big leads many to choose the fastpaced and potentially lucrative field of global security consulting. Some go on to live the dream. Most do not. The vast majority of new businesses, consultants included, fail to make it even through their first year. The reasons are myriad, but the trends are visible – the most frequent cause of failure is being unprepared to meet the difficult and sometimes dangerous challenges of this highly specialized market. Luke Bencie is one of the many global security consultants who struck out on his own and one of the few who has succeeded – at lightning speed. Bencie has traveled to 120 countries and has been an adviser and confidant to multinational corporations, governments, militaries – even royalty. His success did not come without obstacles. Yet, as a friend to many in the security industry, an adherent to the philosophy of paying it forward, and a firm believer in the promise of global security consulting, Bencie has decided to share his experiences and expertise to help newcomers navigate this increasingly crowded field. Global Security Consulting, his second book, has been lauded as a font of information and insight, an invaluable guide for avoiding the pitfalls that can wreck any business, particularly ones that deal with potentially lethal adversaries. Frequently dead serious, occasionally lighthearted and always clear-headed, Global Security Consulting

promises to become a standard reference for consultants worldwide – a blueprint for those with the skills, determination and raw courage to succeed in one of the 21st century's true growth industries. Read it, and be prepared.

Business Success Is No Longer "Just Business" In our ever-changing world, shallow use of old business ideas no longer cuts it for successful professionals and teams. Agree? Business teams endure frustration and ambiguity. True? Here is where the Seven Successes can be useful to you. Ready for the secret? **What Are The Seven Successes?** In **Seven Successes for Smarter Teams**, Dr. Ali Matthew Monadjem, former consultant, team leader and trainer with top business management consulting firm, McKinsey & Company, shares seven core elements required for successful business management and team building. This business how to guide teaches proven techniques that can change you or your team forever, and do it fast. Many who use these thinking tools find it much easier to earn six and seven figure annual incomes over time, due to the value these smarter individuals are adding to their teams and organizations (*disclaimer: these earnings are not guaranteed!*). **Where are These Techniques From?** These techniques are similar to those used by many top business management consultants, in firms such as McKinsey & Company, BCG, Bain & Company, AT Kearney, and so on. Now anyone can access great thinking tools and techniques, and more, without years of sacrifice. Useful, right? This is exactly why Dr. A.M. Monadjem developed this series for Accompany Advisory's Executive Learning Academy, which focuses on executives' parallel and complimentary needs for impact consulting and insight-driven capability building. Its global team brings you the best insights on building smarter teams, simply and easily. **Do I Need This?** Not if you don't want to get more done in less time. Otherwise, definitely. Incredible impact awaits you and your teams. Sound good? Being stuck in traditional ways, with outdated views, can have calamitous costs at all levels. Can teams survive without a good buffet of core tools? **Take Advantage Now!** These tricks have worked for many high-potential graduates, consultants, managers, and executives. You can have them work for you. When you read this book you'll take advantage of the Seven Successes, find out what they are, and delve deeper into the second secret of success.

Want To KNOW What Makes Smarter Teams SUCCEED? Imagine. Ready? In less than 90 min you could actually KNOW the thinking tools top-tier management consultants use to tackle the first of the Seven Successes of Smarter Teams. **Praises For Dr. A.M. Monadjem and the Seven Successes of Smarter Teams** "I'm very excited about your system, which is brilliant!" -Glynis Mackenzie; Speaker & Founder of Living On Purpose™ "Ali is truly committed to delivering value to his clients and strives to work as a partner with them to help them achieve their near- and long-term objectives." -Stephen Okelo-Odongo; Development Leader for SSA at GE "I have over the years dealt with thousands... Dr. Monadjem stands above most. I do not give this type of assessment to many!" -Prof. Frank M. Horwitz; Director of Cranfield School of Management, UK "Ali is a model professional! Very knowledgeable and a good business advisor, trusted by executives to provide good insight to business problems and solutions." - Sylvia Bopape; Middle Manager, Eskom "Ali and I... have worked closely together for the past two years. His deliberate manner and balanced views provide the executive team with a wonderful sounding board." -Dale Humby; CTO Nomanini **Business Success Is No Longer "Just Business"** In our ever-changing world, shallow use of old business ideas no longer cuts it for successful professionals and teams. Agree? Business teams endure frustration and ambiguity. True? Here is where the Seven Successes can be useful to you. Ready for the secret? **What Are The Seven Successes?** In **Seven Successes for Smarter Teams**, Dr. Ali Matthew Monadjem, former consultant, team leader and trainer with top business management consulting firm, McKinsey & Company, shares seven core elements required for successful business management and team building. This business how to guide teaches proven techniques that can change you or your team forever, and do it fast. Many who use these tricks

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Want To KNOW What Makes Smarter Teams SUCCEED? Imagine. Ready? In

less than 90 min you could actually KNOW the thinking tools top-tier management consultants use to tackle one of the Seven Successes of Smarter Teams. In our ever-changing world, shallow use of old business ideas no longer cuts it for successful professionals and teams. Agree? Business teams endure frustration and ambiguity. True? Here is where the Seven Successes can be useful to you. Ready for the secret? What Are The Seven Successes? In Seven Successes for Smarter Teams, Dr. Ali Matthew Monadjem, former consultant, team leader and trainer with top business management consulting firm, McKinsey & Company, shares seven core elements required for successful business management and team building. This business how to guide teaches proven techniques that can change you or your team forever, and do it fast. Many who use these thinking tools find it much easier to earn six and seven figure annual incomes over time, due to the value these smarter individuals are adding to their teams and organizations (*disclaimer: these earnings are not guaranteed!*). Where are These Techniques From? These techniques are similar to those used by many top business management consultants, in firms such as McKinsey & Company, BCG, Bain & Company, AT Kearney, and so on. Now anyone can access great thinking tools and techniques, and more, without years of sacrifice. Useful, right? This is exactly why Dr. A.M. Monadjem developed this series for Accompany Advisory's Executive Learning Academy, which focuses on executives' parallel and complimentary needs for impact consulting and insight-driven capability building. Its global team brings you the best insights on building smarter teams, simply and easily. Do I Need This? Not if you don't want to get more done in less time. Otherwise, definitely. Incredible impact awaits you and your teams. Sound good? Being stuck in traditional ways, with outdated views, can have calamitous costs at all levels. Can teams survive without a good set of core tools? Take Advantage Now! These tricks have worked for many high-potential graduates, consultants, managers, and executives. You can have them work for you. When you read this book you'll take advantage of the Seven Successes, find out what they are, and delve deeper into the third secret of success.

Tale of two cities -- An urban century -- Softer, greener footprint -- New attitudes -- Innovations for sustainability -- Innovations for mass customization -- Innovations for connectivity -- Innovations for intelligent machines and autonomy -- Innovations in mobility modes -- Innovations in business models and marketplaces -- CHIP mobility -- Role for stakeholders -- Conclusions

This title was first published in 2002. How do you add value to your clients? Is it the process you use, or the technical skills you deploy? Or perhaps it's your ability to adjust the way you sell and deliver your services based upon your tacit understanding of your client's culture - the way we do things round here. Such chameleon-like behaviour is fundamental to successful consulting, and yet it is neither widely understood nor practised within the profession. Until now. This book describes a powerful way to improve the consultancy process, from selling

the service to delivering the engagement, through a concept called cultural intelligence - the missing dimension of effective consultancy. By revisiting the consultancy process using a simple model of organizational culture, this text creates a potent technique for tailoring the principal consultancy processes of selling, relationship management, account management and engagement management. Such tailoring that ensures the consultant and consultancy firm can blend into their clients' organizations more effectively and as a result add immediate and lasting value.

CLIENT, CLARIFY, CREATE, CHANGE, CONFIRM, CONTINUE, CLOSE = THE SEVEN SECRETS OF CONSULTANCY "Most change methods are effective. For the most part, each one is theoretically sound, well-researched, and clearly articulated. But when they're put in organizations, they fail-at least 70 to 80% of the time". George Smart, Managing Partner, Strategic Development Incorporated

The definition of a consultant is someone who facilitates organisational change and provides expertise on technical, functional and business topics during development or implementation. In other words a consultant is someone who helps others to change. However, change isn't such an easy target to achieve. Research shows that the vast majority of change programmes fail. On a daily basis we hear about projects that are delayed, cancelled, over budget or boycotted by the end user. The problem is that we can never force people to change - remember the backlash against Jamie Oliver's healthy school meals campaign where parents handed junk food to their children through school fences. The key to successful change is to engage with the end user and help them want to change. The Seven Cs of Consulting offers a consistent and collaborative language that helps both consultant and client deliver value through sustainable change. Based around the author's highly successful 7Cs model (Client, Clarify, Create, Change, Confirm, Continue, Close) this approach is simple and accessible but firmly grounded in research and real life experience. The 7Cs approach opens up the complexity of sustainable change to the consultant and client and helps them explore- and then avoid - the real issues that cause change to fail within a more professional and trusting relationship. By understanding the organizational culture of a client, consultants will be in a much stronger position to sell and deliver their consultancy services. Yet this is something which is rarely done and never to a depth which would make it meaningful at a departmental level. This book eliminates this major gap in the consultant's and consultancy firm's knowledge.

With new security threats practically every week all over the globe, governments and businesses are forced to take extraordinary measures to protect themselves these days. Likewise, espionage continues at levels comparable to the days of the Cold War—only with many more players now participating. In this environment, a new industry has grown to deal with these challenges: international security consulting. Drawing from military, law-enforcement, and intelligence communities, new private companies are springing up across the

world. Global Security Consulting, written by a former intelligence specialist who has built a successful practice, provides solid guidance for anyone wishing to enter this glamorous but often dangerous field.

Traces the root of modern, sprawling megacities to advances in information technologies throughout the twentieth century and discusses how these advances can inform and improve the future of human settlements.

This book covers both getting ready to be a successful independent consultant and, once you're set, developing your business and staying the course.

The fun and simple problem-solving guide that took Japan by storm Ken Watanabe originally wrote Problem Solving 101 for Japanese schoolchildren. His goal was to help shift the focus in Japanese education from memorization to critical thinking, by adapting some of the techniques he had learned as an elite McKinsey consultant. He was amazed to discover that adults were hungry for his fun and easy guide to problem solving and decision making. The book became a surprise Japanese bestseller, with more than 370,000 in print after six months.

Now American businesspeople can also use it to master some powerful skills. Watanabe uses sample scenarios to illustrate his techniques, which include logic trees and matrixes. A rock band figures out how to drive up concert attendance. An aspiring animator budgets for a new computer purchase. Students decide which high school they will attend. Illustrated with diagrams and quirky drawings, the book is simple enough for a middle-schooler to understand but sophisticated enough for business leaders to apply to their most challenging problems.

Oracle Analytics Cloud is a full Business Intelligence platform that allows companies to store and calculate data and display it in beautiful visualizations. OAC provides intuitive visual interactions, self-service data discovery, and powerful analytic capabilities. This Cloud solution will reduce your analytics and administration time, increase the timeliness of information, draw out key information elements important to your organization, and improve business decisions. You will learn: Steps to setup your Oracle Analytics Cloud instance How to build Essbase Cloud cubes from start to finish: Creating cubes with unstructured formats and Application Workbook Excel templates in both the Cube Designer and web interface Maintaining dimensions and loading data Creating calculation scripts and calculating data Assigning security Performing ad hoc analysis in Excel How to create insightful data visualizations Administration and automation Migration steps to and from on-premises

New tools for managing complexity Does your organization manage complexity by making things more complicated? If so, you are not alone. According to The Boston Consulting Group's fascinating Complexity Index, business complexity has increased sixfold during the past sixty years. And, all the while, organizational complicatedness—that is, the number of structures, processes, committees, decision-making forums, and systems—has increased by a whopping factor of thirty-five. In their attempt to respond to the increasingly complex performance requirements they face, company leaders have created an

organizational labyrinth that makes it more and more difficult to improve productivity and to pursue innovation. It also disengages and demotivates the workforce. Clearly it's time for leaders to stop trying to manage complexity with their traditional tools and instead better leverage employees' intelligence. This book shows you how and explains the implications for designing and leading organizations. The way to manage complexity, the authors argue, is neither with the hard solutions of another era nor with the soft solutions—such as team building and feel-good “people initiatives”—that often follow in their wake. Based on social sciences (notably economics, game theory, and organizational sociology) and The Boston Consulting Group's work with more than five hundred companies in more than forty countries and in various industries, authors Yves Morieux and Peter Tollman recommend six simple rules to manage complexity without getting complicated. Showing why the rules work and how to put them into practice, Morieux and Tollman give managers a much-needed tool to reinvigorate people in the face of seemingly endless complexity. Included are detailed examples from companies that have achieved a multiplicative effect on performance by using them. It's time to manage complexity better. Employ these six simple rules to foster autonomy and cooperation and to effectively handle business complexity. As a result, you will improve productivity, innovate more, reengage your workforce, and seize opportunities to create competitive advantage.

Oracle Planning & Budgeting Cloud takes your confusing budgeting application or existing Excel spreadsheets and makes them into a world-class budgeting application. This Cloud solution will reduce your plan cycle time, increase timeliness of information for business decisions, and improve accuracy in forecasts. And this book is the key to get there! Look Smarter Than You Are with Oracle Planning & Budgeting Cloud will walk you through how to build a Planning & Budgeting Cloud application from start to finish, step by step. We will also cover the end user features and functions for entering, reporting, and analyzing your data. You will learn: - How to build an Oracle PBCS application from start to finish - How to administer and automate your solution - How to migrate to and from on-premise Hyperion Planning - All of the end user features and functions like entering plans, running business rules, sandboxing and more

This is the first book to address the specific needs and challenges faced by high-level consultants, who work on very complex projects and must win the confidence of the most senior leaders in organizations. Advanced consulting requires both expertise and personal qualifications that are distinct from those needed in everyday consulting. Advanced consultants work with high-level executive teams on complex issues such as strategy, organizational design, merger integration, digital disruption, culture change, and system-wide transformation. While neophyte consultants are often given a playbook to follow, advanced consultants need to invent methods that take full advantage of the opportunities that their work with clients presents. There is an art to advanced

consulting as well as a science; who you are is as important as what you do. Bill Pasmore draws on his four decades of experience as a consultant and teacher of consultants to show readers how to see possibilities that are not evident, conduct analyses that support the value of more comprehensive work, build relationships that engender deeper trust, adapt to changing circumstances, and empower members of their team to take independent actions while maintaining overall control of an engagement. Illustrated with vivid real-world examples and including a self-assessment to measure your progress, this book equips you to advance to more senior positions in your firm or to build a successful independent practice.

Praise for *Your Gut Is Still Not Smarter Than Your Head* "Too many companies treat marketing as a communication exercise to help sales move a few more cases of product out of the door. *Your Gut Is Still Not Smarter Than Your Head* demonstrates that marketing, properly understood, is your company's engine for spotting opportunities and nurturing them to produce long-term profitable growth." -Philip Kotler, author and S.C. Johnson Distinguished Professor of International Marketing, Kellogg School of Management "Clancy and Krieg debunk the popular myth that marketing is all instinct and hocus pocus. Here's a practical approach to marketing strategy and tactics that can drive profitability and growth. There are no 'blink' shortcuts here-this is the real work of transformational marketing, laid out in a practical, concise guide that every true marketer should read!" -Susanne Lyons, Chief Marketing Officer, Visa USA "Clancy and Krieg have written a comprehensive and highly compelling how-to book for the marketing community that says: wake up and look at the facts! It's a must-read for every professional marketer who aspires to breakthrough performance." -Joseph V. Tripodi, Chief Marketing Officer, Allstate Insurance Company "Bold moves require more facts in this fast-paced era. This book is a must-read for the risk tolerant!" -Jon Luther, CEO, Dunkin' Brands, Inc. "Fact-based marketing is the best way to reinvent marketing, and Clancy and Krieg provide the blueprint to do it." -Bob Liodice, President and CEO, Association of National Advertisers "The authors demonstrate forcefully and dramatically-with numerous examples-how great, even just good, analysis leads to legendary marketing strategies." -Don Sexton, Professor, Columbia Business School, and author of *Trump University Marketing 101*

Oracle Hyperion Planning is the market leading budgeting and forecasting solution that provides powerful planning capabilities over the web and in Microsoft Excel. You want to plan faster and more accurately and you are sure Oracle Hyperion Planning is the answer. This book is your key to unlocking the world of Planning from an administrator perspective, guiding you through the ins and outs of Planning on your quest for improved budgeting and forecasting. You will learn:

- What is Oracle Hyperion Planning and how to connect
- How to plan over the web
- How to build a Planning application from start to finish
- The steps to manage and administer Planning applications
- Tips, tricks, and design best practices for Planning and its underlying Essbase databases

SAVE TIME/STUDY SMARTER is a quick how-to for people of all ages trying to simplify their life. Its easy to read and use if the reader is interested in long term savings of time and energy and the KISS philosophy.

Driving value today requires information. Lots and lots of information. Most of us are becoming good at distilling the data within our own companies, but that's not enough if we want a competitive advantage. In Smarter Together, Coupa Software CEO Rob Bernshteyn explains how we will soon be able to draw upon the intelligence of the community—collectively what we, and the organizations we work for, know—to benefit the community, our companies, and ourselves. For example, we'll easily uncover:

- Real-time best practices for virtually every element of our business.
- The best way to offer our products and services.
- Who delivers exactly what they say they will, on time, with the best price, quality and reliability.

As Bernshteyn explains, the prescriptive insights gleaned from the massive amount of community data available worldwide will transform entire industries and break down long-standing barriers to value. All of us will grow smarter together. Commerce will never be the same again.

How Can I Use Essbase to Analyze Data? With millions of users world-wide, Essbase seems to be everywhere these days and now it's a part of your life. You want to slice and dice data, analyze information, and make highly formatted spreadsheet retrievals. You're sure Essbase is the answer and thank goodness your boss bought copies of this book for your entire department! This book is your key to unlocking the world of analysis through Essbase. You will learn: [How to connect to Essbase databases and retrieve data [What is multi-dimensionality and why should you care? [The basics of Essbases end-user add-ins for adhoc analysis [Steps to creating highly formatted reports and templates that you can use month after month [Creation and saving of advanced analytic queries using the query designers

Building Smarter Organizations is the antidote for your zombie organization. Building Smarter Organizations is an actionable survival guide for our complex, uncertain, and digital world. Slow-moving and uncoordinated zombie organizations can change. Utilizing the latest in industry research, Vala-Webb has assembled the complete anti-zombie kit to help you rebuild your organization so it can learn quickly, predict accurately, and execute on decisions effectively using: An "open" mindset that fosters innovation and employee engagement Fast-flow communications with visual work management Accelerated, collaborative decision making Don't keep stumbling and lurching around. Lead the change and equip your organization to thrive.

'A book of investment wisdom' John C Bogle, Founder, Vanguard 'Delightfully clear thinking', Charles D Ellis, Founder of Greenwich Associates 'This book is a 'must read' for anyone with personal, trust or pension assets to invest', Mark R Richardson, former CEO Chase Asset Management Simple and effective advice for anyone who wants their money to work harder than they do. Most investment books offer a bewildering array of complex strategies for how best to invest your

money. But often the chances of success are remote and the rules are impossible to follow in practice. Smarter Investing introduces you to a simple and powerful set of rules for successful investing, helping you to build an investment portfolio that suits your needs, stays the course when markets get rough and quietly gets on with the job of generating better results. In this updated and revised edition, Tim Hale gives you all the advice you'll need and demonstrates that the key to successful investing is to do a few straightforward things exceptionally well. Smarter Investing will help you: Establish what you want your money to do for you Work out how much money you need to achieve your goals Avoid the mistakes that generations of investors have made Build a balanced portfolio that's right for you, using a simple set of understandable and accessible building blocks Select robust and transparent investment products easily and effectively Tim Halespent over 15 years in the active investment management world, working in London, New York, Hong Kong and Tokyo. Today he provides consulting and training to the investment and wealth management industry through his firm, Albion Strategic Consulting.

A crucial reference for the practicing or aspiring design consultant, Security Design Consulting brings you step by step through the process of becoming a security consultant, describing how to start the business, market services, write proposals, determine fees, and write a report. Specific elements of assessment, design and project management services as well as acquiring product and industry knowledge are all covered in detail. Concentrating on client-focused marketing and sales strategies as well as the crucial elements of preparing, running, and succeeding at the security consulting business, Security Design Consulting gives the reader a working knowledge of all the steps necessary to be a successful security design consultant and a smarter business owner. Security directors, architects and security management consultants will also find this reference invaluable in understanding the security design consultant's important and growing role in an overall security program. * Focuses on consulting in security design, not security management * Provides sample service agreements, specifications, and reports to use as models * Emphasizes the highest technical and ethical standards for this increasingly crucial profession

Learn how to be an Essbase Administrator: 'ç Use the basics of the Smart View Add-in to retrieve and analyze data.'ç Build aggregate storage option and block storage option databases.'ç Tune and optimize aggregate storage option and block storage option databases.'ç Administer Essbase databases. 'ç Take advantage of all the new Essbase 9x and 11x features. This book focuses on Essbase development and administration. For a complete end user guide, please see Look Smarter Than You Are with Smart View and Essbase 11.

Oracle Enterprise Performance Reporting Cloud Service (EPRCS) takes your enterprise-wide reporting process to the next level by providing collaborative, secure, and narrative reporting. This easy to learn Cloud-only solution combines data and narration in consistent looking reports and reduces the time to generate report packages so you can focus on value added analysis to improve business decisions. Look Smarter Than You Are with Oracle Enterprise Performance Reporting Cloud Service will walk you through how to build and then execute a full reporting cycle from

start to finish using this powerful new solution. You will learn: How to build a report package and then execute the reporting cycle from start to finish Review authored doclets and interact with Authors using commentary Sign-off or reject the final product Assign security How to administer and personalize your reporting environment How to migrate objects between environments How to build a custom reporting application to house additional data

This pioneering book shares a fresh vision for school leadership that connects current knowledge from mind, brain, and adult learning research to the process of teacher development and leadership. Providing clear steps and real-life examples, the authors demonstrate a broad array of leadership pathways to help teachers collaborate with colleagues and advocate with administrators and parents.

"I wish this book had been available when I began my independent career. There's only one word for it – PRICELESS!!!" -Shay McConnon, psychologist, trainer, coach, magician and mentor "Grounded in common-sense and humour and very clear about what can send you off track. - Norman Walker, former global head of Human Resources for Novartis, now an independent senior executive coach and consultant on leadership "AMUST read, for anyone thinking about life outside the organisation" - Goran Hultin former Deputy Director General at the ILO (International Labour Office), now a successful independent consultant HOW TO WORK FOR YOURSELF AND MAKE IT WORK Are you thinking of starting up on your own and working for yourself? Do you need to know the nuts and bolts of setting up; marketing yourself and prospecting for new business; keeping things running on a day-to-day basis? Have you already made the leap and want to get more work, new clients, higher fees? This practical, no-nonsense book pulls no punches and gives you all the guidance you need to set yourself up and get work in the first place, plus all the know-how you need to survive, prosper and expand once you're up and running. See the book's website at www.pearson-books.com/startinguponyourownfor up-to-the minute financial and tax information for small businesses and the self-employed. This book was previously known as Smarter Consulting. IF YOU NEVER WANT TO WORK FOR SOMEBODY ELSE AGAIN, YOU NEED STARTING UP ON YOUR OWN! Chances are that if you're looking at this book you are at least thinking about taking the big step of going it alone. Or you're already in business as an independent and you want to get better at it. Well, you've come to the right place. Starting Up On Your Own covers everything you need to get ready to work for yourself and, once you've taken the plunge, how to develop your business and stay the course. If you're not already in business, the first step is to decide if this is the right path for you. To help you with this critical decision, this book takes you through the reality of what's involved and has a unique self-assessment quiz to help you check out your suitability for the independent working lifestyle. You're probably an expert in your chosen field. That's great: you'll be selling your expertise. But when you're working for yourself you have to be good at a whole lot of other things too. Starting Up On Your Own covers everything you need to do to make money and survive as an independent. * Where do I start? * How should I market myself? * How can I get repeat business from my clients? * How do I win new clients? * What should I charge and what do I need to do to make sure I get paid on time? * When can I put up my fees? (And when shouldn't I?) * Can I work from home? * How much will I need to invest? * Should I hire someone else to work for me? * How shall I organise my time?

The answers to all these questions and more are right here. What are you waiting for? Mike Johnson began life as an independent, freelance consultant in 1982, before founding a corporate communications firm in Brussels and London, following a career in journalism and corporate communication for multinational corporations. In 1999 he started again as an independent consultant and freelance. This book is about what he has learned on his freelance journey. His focus today centres around the world of work, talent management and corporate communication for both private and public organizations. The author of eleven books on business and management issues, including *Winning the People Wars*, *Talent Magnet* and *The New Rules of Engagement*, Mike also developed a series of *World of Work* studies for the *Financial Times* and *The Economist* and for many international corporations and consulting firms. A frequent speaker at conferences and seminars around the globe, he is the founder and chairman of the independent global think-tank the FutureWork Forum (www.futureworkforum.com). Oh, yes, he's also quite good at working for himself!

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