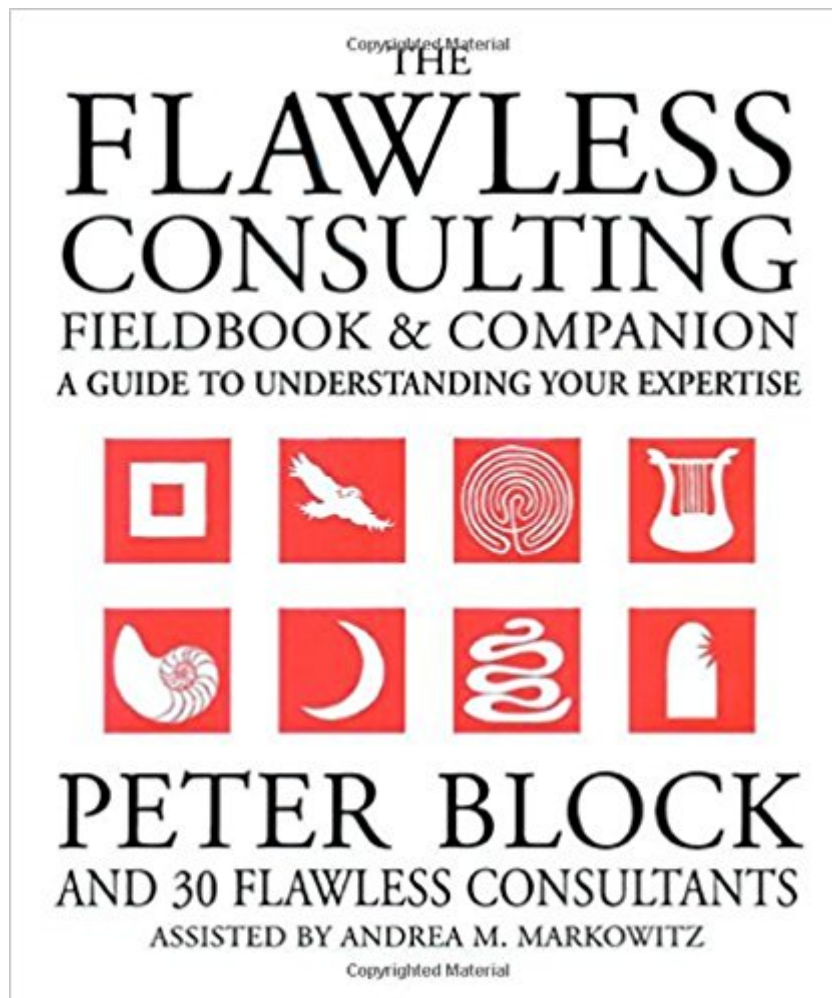




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The Flawless Consulting Fieldbook And Companion : A Guide Understanding Your Expertise



Synopsis

Don't venture into the consulting field without this essential Fieldbook & Companion! Following on the heels of the best-selling *Flawless Consulting*, Second Edition comes *The Flawless Consulting Fieldbook and Companion*. Whether you work as a consultant or you work with consultants, this relentlessly practical guide will be your best friend as you discover how consulting influences your business- and real life-decisions and those of others. *The Flawless Consulting Fieldbook and Companion* is packed with: Sample scenarios Case studies Client-consultant dialogues Hands-on tools Action plans Implementation checklists "Wow! A companion a business owner can't be without! The insights of 30 consultants the caliber of Peter Block is priceless."--Sue Mosby, principal, CDFM2 Architecture Inc. "This book is a companion piece for both the desktop and bedside of those who do consulting full time or in their role as leader. I plan to keep this book close to me to both guide and inspire my work."--Phil Harkins, president, Linkage, Inc.

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Customer Reviews

"This is content as rich as tiramisu. I find that I can digest only a small portion at a time; yet I'm always back for more. An indispensable resource for the consultant seeking ideas and inspiration." (Kathryn Heath) "Wow! A companion a business owner can't be without! The insights of 30 consultants the caliber of Peter Block is priceless." (Sue Mosby, principal, CDFM2 Architecture Inc) "This book is a companion piece for both the desktop and bedside of those who do consulting full time or in their role as leader. I plan to keep this book close to me to both guide and inspire my

work." (Phil Harkins, president, Linkage, Inc.) "No matter how proficient, companies who fail to understand and apply Block's concepts risk operating at the vendor level with their clients rather than at the partner level-a potentially mortal risk in an increasingly strategic marketplace." (Fred Lamparter, director of worldwide training, Ogilvy & Mather Worldwide) "As we encourage our IT professionals to pursue continuous learning, this 'Fieldbook' will be added to their skill-building toolkit. We've used Block's Flawless Consulting guidelines to define the basic consulting skills program." (Cassandra A. Matthews, vice president, Information Technology and CIO, PECO Energy Company) "When it comes to prioritizing my reading, Peter Block is second only to the sports section. In this book, Peter provides different points of view and stories that plunge deeply into the human and organizational experience." (Paul Anderson, convener, Northern California School for Managing and Leading Change) "Peter's work always challenges me to think about things in new ways and pushes me to take risks I might not have had the courage for otherwise. This long awaited companion to Flawless Consulting is no exception." (Jennifer Powell, human resources manager, Aetna USHealthcare) "Peter Block and his friends have produced an indispensable companion to Flawless Consulting. Providing help to others is no easy task, but these philosophical, therapeutic, and artistic essays bring to life the spirit and hope of change practitioners everywhere. Ultimately, they deliver practical insights to the consulting craft." (Christopher G. Worley, director, MSOD Program, Pepperdine University) "If you're new to consulting, or if you need reinforcement that relationships are the heart of successful consulting, read this book. More experienced professionals will find some real gems along the way like Peter's Twelve Exits. And where else will you find Sufi wisdom, Bertrand Russell, and Marvin Weisbord all under one roof?" (Rick Maurer, author, Beyond the Wall of Resistance and Building Capacity for Change Sourcebook) "In Peter's characteristically accessible style, this complement to the recently revised Flawless Consulting skillfully challenges consultants to learn what moves us towards more accountability and to discover what releases the commitment and passion inherent to the experience of being human." (Gordon C. Brooks, MSOD program administrator, The Graziadio School of Business and Management, Pepperdine University) 'This book is a must read for anyone consulting or considering consulting. Peter has once again broken new ground with the Flawless Consulting Fieldbook and Companion." (Steve Gibbons, past president, The Association for Quality and Participation)

A friend indeed! In this time of free agency, outsourcing, and cross-functional work teams, consulting has become a part of everyone's job. Plus, we live in an era in which we are forced to hire professionals to provide the help we used to seek from friends. Some of this need for instant

expertise is for reassurance; some is just that we do not have time to learn it ourselves. So, despite all the ambivalence surrounding consulting, it has grown into big business and generally infiltrated our lives. The intent of this book is: To support the integrity of your expertise To change your mind about how you interpret your own consulting experience To broaden your way of thinking To bring a manageable dose of therapy and art, philosophy and literature into you thoughts about consulting, and To so it in a comforting and simple way Enjoy this book, let it accompany you into the field, and use it as encouragement for writing your own story, which may the point of it all.

I have been in private practice for 37 years and feel about Peter Block the way most women my age feel about Mick Jagger! Imagine my delight at finding this collection of other consultants whose victories, values and - perhaps most importantly - trials and tribulations mirror mine. Cannot recommend it any more highly than saying: Read it if you are a consultant with a solid track record and very few regrets - it may save you a future mis-step and/or at the very least lend perspective on what's "really" going on within that inevitable "challenging" client organization. Read it if you are a consultant who knows you do great work and are baffled by what just happened with a particular project. Very likely at least one of these articles will speak to the heart of your situation - providing not only a hand up out of that hole of self-doubt we solo externals are so likely to fall into but very practical ways to proceed in the most ethical and professional manner possible. Read it if you're just starting out or are still in grad school. Its contributors' revelations may help you decide whether consulting is really for you and if yes - whether and how long you will be able to thrive as an external. Read it if you wonder if it's time to go in out of the cold. But read it. You will be glad you did.

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consultant internally and externally to organizations for decades, I use this book in my work and as a resource when I teach coaches and consultants. Packed with examples and strategies that work!

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