

THE BASIC PRINCIPLES OF EFFECTIVE CONSULTING

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They have something that needs to be fixed or changed, and their focus is on finding someone capable of taking care of it. The associations often provide benchmarking studies to their members that can help with your pricing and projects. We feel confident that the methods outlined in this memo will uncover the root of the problems facing the centers and that together we will be able to redesign the system to meet our performance needs.

Logistics specializes in designing distribution systems and has considerable experience. The introductory paragraph usually indicates something to the effect that the consultant appreciates the opportunity to submit the proposal and is confident the methods described will resolve whatever problem the client is having. The situation is not too different in the business context. A word of warning is in order here:

And what better way to begin than with a case: Frequently, you will be making a proposal before putting together the proposal, many consultants schedule a meeting with the client, either in person or by telephone, to make sure they are clear on what the client wants. In either case, costs for travel, hotel accommodations, meals, and other such expenses are billed separately.