

# NTEN NTC Workshop

## ***So You Want to Be A Consultant?***

### **GENERAL RESOURCES**

**The Association of Consultants to Nonprofits:** <http://www.acnconsult.org/>

**Authenticity Consulting** *Principles for Effective Consulting*  
<http://www.managementhelp.org/misc/professionalism.pdf>

**Bing, Stanley** *Why Consultants Generally Suck* (archived)  
[https://web.archive.org/web/20070813053614/http://money.cnn.com/magazines/fortune/fortune\\_archive/2000/05/29/280646/index.htm](https://web.archive.org/web/20070813053614/http://money.cnn.com/magazines/fortune/fortune_archive/2000/05/29/280646/index.htm)

**Blue Flavor** *Pricing a Project* (archived)  
[https://web.archive.org/web/20070304081601/http://www.blueflavor.com/blog/tips\\_tricks/pricing\\_a\\_project.php](https://web.archive.org/web/20070304081601/http://www.blueflavor.com/blog/tips_tricks/pricing_a_project.php)

**Freelance Report** *10 Signs You Should Drop a Client Like a Bad Habit*  
<http://freelancereport.blogspot.com/2007/11/10-signs-you-should-drop-client-like.html>

**Legal Service National Technology Assistance Project** *Self-Assessment Tool for Consultants Who Serve the Nonprofit Community*  
[http://lsntap.org/sites/all/files/bayer\\_consultant\\_assess.pdf](http://lsntap.org/sites/all/files/bayer_consultant_assess.pdf)

**MicroLancer** *Top Ten Signs You May Be Charging Too Little*  
<http://blog.microlancer.com/top-ten-signs-you-may-be-charging-too-little-2/>

**MicroLancer** *12 Breeds of Client and How to Work with Them*  
<http://blog.microlancer.com/12-breeds-of-12-breeds-of-client-and-how-to-work-with-themclients-and-how-to-work-with-them/>

**Sea Change Strategies** *5 (Consulting) Mistakes I Have Made*  
<http://seachangestrategies.com/5-mistakes-i-have-made/>

**Weiss, Alan** *Value-Based Fees, Million Dollar Consulting, etc.*  
<http://www.amazon.com/exec/obidos/search-handle-url?%5Fencoding=UTF8&search-type=ss&index=books&field-author=Alan%20Weiss>

**Working Solo** *Six Ways to Test Your Business Idea*  
<http://www.workingsolo.com/biztools/articles/testbizidea.html>

### **BOOKS – CONSULTING**

*Client Centered Consulting*, Peter Cockman, Bill Evans and Peter Reynolds  
<http://www.amazon.com/Client-Centered-Consulting-Getting-Expertise-Charge/dp/007707565X>

*The Consultant's Calling*, Geoffrey Bellman

<http://www.amazon.com/Consultants-Calling-Bringing-What-Revised/dp/0787958476>

*Consulting With Nonprofits - A Practitioners Guide*, Carol A. Lukas

<http://www.amazon.com/Consulting-Nonprofits-Practitioners-Carol-Lukas/dp/0940069172>

*Flawless Consulting*, Peter Block

[http://www.amazon.com/Flawless-Consulting-Guide-Getting-Expertise/dp/0787948039/ref=pd\\_bbs\\_sr\\_2?ie=UTF8&s=books&qid=1205539118&sr=1-2](http://www.amazon.com/Flawless-Consulting-Guide-Getting-Expertise/dp/0787948039/ref=pd_bbs_sr_2?ie=UTF8&s=books&qid=1205539118&sr=1-2)

*Process Consultation, Revised*, Edgar Schein

<http://www.amazon.com/Process-Consultation-Revisited-Relationship-Addison-Wesley/dp/020134596X>

*The Client-Consultant Handbook*, edited by Chip Bell and Leonard Nadler

<http://www.amazon.com/exec/obidos/ASIN/0872011135/ref=nosim/bestbookbuys00>

*The Consulting Practice in Action*, Gordon and Robert Lippitt

<http://www.amazon.com/Consulting-Process-Action-Gordon-Lippitt/dp/088390201X>

*Million Dollar Consulting*, Alan Weiss

<http://www.amazon.com/Million-Dollar-Consulting-Professionals-Practice/dp/007138703X>

*Getting Started in Consulting*, Alan Weiss

<http://www.amazon.com/Getting-Started-Consulting-Second-Weiss/dp/0471479691>

## **BOOKS - TECHNOLOGY**

*Fundamentals of Technology Project Management*, Colleen Garton, Erika McCulloh

<http://www.amazon.com/Fundamentals-Technology-Project-Management-Colleen/dp/1583470530>

*IT Governance: How Top Performers Manage IT Decisions*. Peter Weill, Jeanne W. Ross

<http://www.amazon.com/Governance-Performers-Decision-Superior-Results/dp/1591392535>

*IT Portfolio Management: Unlocking the Business Value of Technology*, Bryan Maizlish, Robert Handler

<http://www.amazon.com/Portfolio-Management-Unlocking-Business-Technology/dp/0471649848>

*The New CIO Leader: Setting the agenda and Delivering Results*, Marianne Broadbent, Ellen Kitzis

<http://www.amazon.com/New-CIO-Leader-Setting-Delivering/dp/1591395771>

*CIO Survival Guide: The Roles and Responsibilities of the CIO*, Karl D. Schubert

<http://www.amazon.com/CIO-Survival-Guide-Responsibilities->

[Information/dp/0471457930](#)