

## Consultant Resources

### 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*  
[http://money.cnn.com/magazines/fortune/fortune\\_archive/2000/05/29/280646/index.htm](http://money.cnn.com/magazines/fortune/fortune_archive/2000/05/29/280646/index.htm)

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

**CharityChannel's Nonprofit Consulting Review:**  
<http://charitychannel.com/Articles/ArticleCategories/NonprofitConsultingReview/tabid/1696/Default.aspx>

**CompassPoint's Institute for Nonprofit Consulting** (3-Day workshop):  
<http://compasspoint.org/content/index.php?pid=52>

**FreelanceSwitch** *10 Signs You Should Drop a Client Like a Bad Habit*  
<http://freelanceswitch.com/freelancing-essentials/10-signs-you-should-drop-a-client-like-a-bad-habit/>

**FreelanceSwitch** *Top Ten Signs You May Be Charging Too Little*  
<http://freelanceswitch.com/humour/top-ten-signs-you-may-be-charging-too-little/>

**FreelanceSwitch** *12 Breeds of Client and How to Work with Them*  
<http://freelanceswitch.com/clients/12-breeds-of-client-and-how-to-work-with-them/>

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

**Sea Change Strategies** *5 (Consulting) Mistakes I Have Made*  
<http://seachangestrategies.com/blog/2007/10/03/5-mistakes-i-have-made/>

**Weiss, Alan** *Value-Based Fees and Million Dollar Consulting*  
<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>

## **USEFUL DISCUSSION LISTS**

### **CharityChannel Consultants Forum:**

<http://charitychannel.com/Forums/WebbasedVersion/tabid/194/Default.aspx>

### **Information Systems Forum:**

[http://tech.groups.yahoo.com/group/Information\\_Systems\\_Forum/](http://tech.groups.yahoo.com/group/Information_Systems_Forum/)

**NPTechConsult:** <http://groups.nten.org/group.htm?mode=home&igid=23747>

### **501 Tech Clubs, and various technology-specific forums:**

<http://groups.nten.org/grouplist.htm?topics=8000+1500+2500+7500+3500+3000+1000+2000+4000>

### **Forums for circuit riders:**

<http://www.npogroups.org/lists/subscribe/riders-talk>

<http://www.npogroups.org/lists/subscribe/riders-tech>

<http://www.npogroups.org/lists/subscribe/riders-news>

**Progressive Exchange:** <http://www.progressiveexchange.org/>

## **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**

*Successful Technology Consulting*, L. Gary Boomer (AICPA)

<http://books.google.com/books?id=9pj-PQAACAAJ&dq=L.+Gary+Boomer&ei=IDe1SdGzMZD4McKuydcL>

*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>

## **WEB SITES - NONPROFITS & TECHNOLOGY**

[www.techsoup.org](http://www.techsoup.org)

[www.consultantcommons.org](http://www.consultantcommons.org)

[www.erider.org](http://www.erider.org)

[www.communitytechnology.org](http://www.communitytechnology.org)

[www.techfinder.org](http://www.techfinder.org)

[www.compasspoint.org/acctech](http://www.compasspoint.org/acctech)

[www.charitychannel.org](http://www.charitychannel.org)

[www.charityvillage.com](http://www.charityvillage.com)

## **WEB SITES - GENERAL TECHNOLOGY**

[www.cnet.com](http://www.cnet.com)

[www.wired.com](http://www.wired.com)

[www.slashdot.org](http://www.slashdot.org)

[www.capaciteria.org](http://www.capaciteria.org)

[www.pewinternet.org](http://www.pewinternet.org)

[www.evolt.org](http://www.evolt.org)

## **UNITED KINGDOM TECHNOLOGY**

[www.volresource.org.uk](http://www.volresource.org.uk)

[www.icthubknowledgebase.org.uk](http://www.icthubknowledgebase.org.uk)

[Directory.icthub.org.uk](http://Directory.icthub.org.uk)

[www.ukriders.info](http://www.ukriders.info)

[Circuit Rider Principles](#)

[www.theregister.co.uk](http://www.theregister.co.uk)

[www.bbc.co.uk](http://www.bbc.co.uk)