So You Want to Be A Consultant?

**GENERAL RESOURCES**


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

**Bing, Stanley** *Why Consultants Generally Suck* (archived)

**Blue Flavor** *Pricing a Project* (archived)

**Freelance Report** *10 Signs You Should Drop a Client Like a Bad Habit*

**Legal Service National Technology Assistance Project** *Self-Assessment Tool for Consultants Who Serve the Nonprofit Community*

**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
The Consultant’s Calling, Geoffrey Bellman

Consulting With Nonprofits - A Practitioners Guide, Carol A. Lukas
http://www.amazon.com/Consulting-Nonprofits-Practitioners-Carol-Lukas/dp/0940069172

Flawless Consulting, Peter Block

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

Million Dollar Consulting, Alan Weiss
http://www.amazon.com/Million-Dollar-Consulting-Professionals-Practice/dp/007138703X

Getting Started in Consulting, Alan Weiss

BOOKS - TECHNOLOGY

Fundamentals of Technology Project Management, Colleen Garton, Erika McCulloh

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

CIO Survival Guide: The Roles and Responsibilities of the CIO, Karl D. Schubert
http://www.amazon.com/CIO-Survival-Guide-Responsibilities-