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The Seven Cs of Consulting offers both budding and experienced consultants a clear model to help them implement sustainable change. The Seven Cs approach helps consultants and clients understand - and then avoid - the real issues that cause change to fail.

The Seven Cs of Consulting : Mick Cope : 9780273731085

The Seven Cs of Consulting offers both budding and experienced consultants a clear model to help them implement sustainable change. The Seven Cs approach helps consultants and clients understand and then avoid the real issues that cause change to fail. This robust framework takes you through each stage of the consulting process, from understanding the clients needs through to successful ...

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Sweeney Communications - The Seven Cs of Consulting

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The Seven C's described are: Client - Understand the person and the problem. Clarity - Unearth the symptoms and roots of the issue. Create - Generate a solution. Change - Deliver the solution. Confirm - Make sure it works. Continue - Ensure it will be suitable. Close - Celebrate and say ...

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The Seven C's of Consulting: The Definitive Guide to the Consulting Process, Second Edition May 13, 2003, FT Press Paperback in English - 2 edition

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The Seven Cs of Consulting By Mick Cope Publisher Prentice Hall ISBN 9780273663331 While this book is written for consultants it is equally useful for those who hire consultants to deliver projects and campaigns. Consultants who use the book's questions and models to scope your needs are far more likely to stay to the end...

The Seven Cs of Consulting: The Definitive Guide to the ...

Each of these 7C's in-turn has seven steps - so this is really about "49 steps to Consulting" - making it really comprehensive. Client - Getting it Right from the Start "Trade is a social Act". Orientation - Viewing the problem as the Client sees it (including their perception)

The Seven Cs of Consulting: The definitive guide to the ...

The consultancy business is booming. For any consultant aiming to survive and grow in this complex world, they need to have a clear and concise change model to hand, one ... - Selection from Seven Cs of Consulting, The [Book]

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The Seven Cs of Consulting: The Definitive Guide to the Consulting Process. The only complete and definitive guide to the consulting process. This updated second edition contains new models and includes a very timely additional section on ethical consulting.

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The Seven Cs Of Consulting

The Seven Cs of Consulting offers both budding and experienced consultants a clear model to help them implement sustainable change. The Seven Cs approach helps consultants and clients understand - and then avoid - the real issues that cause change to fail.

Cope, The Seven Cs of Consulting, 3rd Edition | Pearson

Every consultant needs a clear and concise change model that can drive the success of a wide range of change projects. Seven C's of Consulting, Second Edition offers just such a model, Mick Cope's proven 7Cs--client, clarify, create, change, confirm, continue and close.

Review: The Seven C's of Coaching | TrainingZone

There are 7 C's of effective communication which are applicable to both written as well as oral communication. These are as follows: Completeness - The communication must be complete. It should convey all facts required by the audience. The sender of the message must take into consideration the receiver's mind set and convey the message accordingly.

The Seven Cs of Consulting (3rd Edition): Mick Cope ...

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