

Title:

How Does Your Consultant Stack Up?

Word Count:

726

Summary:

Even large businesses need help.

When a company is in dire need of change, it seeks help when internal resources are not consid

Keywords:

six sigma, green belt, change management, black belt

Article Body:

Even large companies need help.

When a company is in dire need of change, it seeks help when internal resources are not consid

The resolution to seek outside help is explained by current thinking that a consultant can tak

Of course there's a price to pay for good service. Some companies are fortunate enough to fin

Looking for a Needle in a Haystack

Just as there are an infinite number of bottled water brands on your supermarket shelf, there

Logically, you'll want a consultant who is familiar with your industry and who has an impressi

Before exploring what you should be looking for, we'll tackle those situations you do not NOT

- trainees do not take the consultant seriously because he has not convinced them of his

- your instincts tell you there's a delta in the price to product ratio. You've paid 50

- ^now you see him, now you don't~ ~ it's no wonder he's been labeled a consultant ^on h

- lack of materials ~ if a consultant does not produce and distribute materials - handou

Consultants with an excellent record of delivery and performance don't come cheap. You get wh

Willing to pay the price however doesn't mean forsaking due diligence. What should you watch

Engaging a Consultant: Checklist

Pay for a good consultant, but don't pay for these expensive mistakes:

- Request credentials and bio-sheets of the consultant's staff members who will be assign

- Have the consultant or his firm prepare a detailed costing sheet with time frames and

- Require a full report or intermittent reports for each phase of the project;

- Discuss and negotiate fees for potential repeat business (if you think another departm

- Specify the number of ^one-on-one~ meetings with the consultant to thoroughly discuss

- Finalize, in advance, what outcomes are expected and when they will be delivered;

- If the consultant gives you the option to ^kill~ the project at midstream (you're diss

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