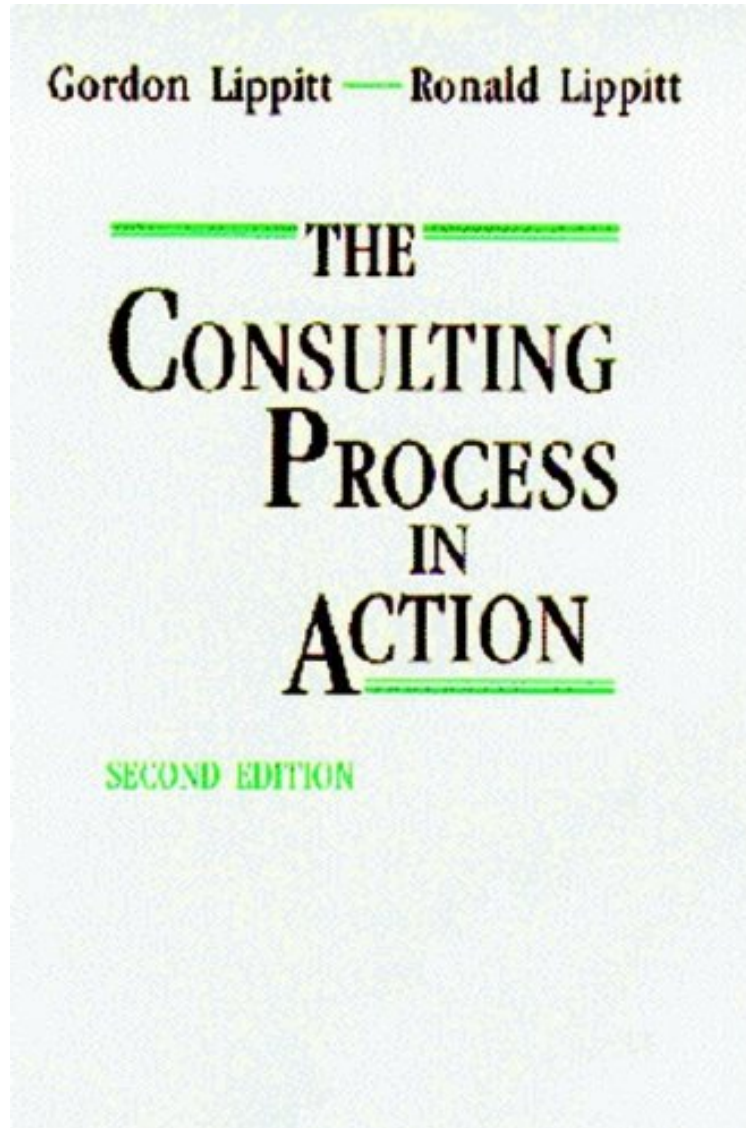


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The Consulting Process in Action

Gordon L. Lippitt, Ronald Lippitt

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Gordon L. Lippitt, Ronald Lippitt : The Consulting Process in Action before purchasing it in order to gage whether or not it would be worth my time, and all praised The Consulting Process in Action:

0 of 0 people found the following review helpful. Three StarsBy John AllenBits and pieces are good7 of 10 people found the following review helpful. A Practical Trouble Shooting GuideBy A CustomerThis book offers an excellent framework to build your own consulting process, or to examine an existing process with others. The authors offer several roles played by consultants and describe when each is appropriate. As a manager, I have found it an excellent tool to enable internal consultants to objectively examine their own projects in both planning and corrective modes.If you're stuck, or manage people who are stuck, this book is likely to help.

A how-to guide for consultants Here is the accumulation of 35 years of work of two men who have helped shape the training and development field. Teachers, trainers, consultants, and continual learners themselves, the authors share their repertoire of concepts, strategies, and techniques. The function of consultants is part of the role and function of all those who lead, direct, teach, or interact as friends and peers with others. --Gordon and Ronald Lippitt, authors

The authors identify the six phases of almost any consultant-client working relationship:

- * Engaging in initial contact and entry
- * Formulating a contract and establishing a helping relationship
- * Identifying problems through diagnostic analysis
- * Setting goals and planning for action
- * Taking action and cycling feedback
- * Completing the contract

This book emphasizes the role of the consultant?internal or external?in an organizational setting. You'll learn to recognize the most appropriate, effective, and credible route to solving almost any consulting conundrum. You'll use every chart, checklist, and reference in this work to improve your own job performance. Learn to:

- * Recognize the phases in consulting
- * Cope with ethical dilemmas
- * Assess and evaluate your projects
- * Consult in international settings
- * Facilitate change...and much more!

You might call yourself a consultant. You might not. Regardless, you'll find yourself better equipped for any business interaction when you have this book at your side.

Table of contents:

- * Consultation: An Expanding Process
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About the Author GORDON LIPPITT is professor of behavioral science, School of Government and Business Administration, George Washington University. Lippitt serves as president of Project Associates Inc., and of the International Consultants Foundation. He has published more than three hundred articles, pamphlets, and books in the fields of human behavior, leadership, and organizational effectiveness.