



The Consultative Approach: Partnering for Results!

Suzanne Saxe, Virginia LaGrossa

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As a professional, you can't just apply your expertise. You need to present solutions in a way that best suits your clients. You have to work with a wide variety of people: team members, subject matter experts, top executives, and others. Working effectively with associates—while keeping an eye on budgets, schedules, and results—requires a collaborative outlook.

"Successful professionals today need more than technical skills—they need to know how to foster and nourish relationships with clients. Consultative skills are essential in this process. The tools outlined in *The Consultative Approach* have proved to make a difference for our professionals in dealing with their clients."
—**Jon Olson**, partner, Arthur Anderson

"This book is rich, not only with specific suggestions and step-by-step instructions, but also with commentary and illustrations from [the authors'] own client organizations. It is a useful book about a very important subject."

—**William Bridges**, president, William Bridges & Associates

Working consultatively enables you to:

- Know how to work effectively with all types of people
- Use a strategic and collaborative communication process
- Apply your expertise in ways that show your value . . . and more!

The Consultative Approach is a how-to handbook that will enable you to reap the benefits of partnering. You'll find informative case studies, easy-to-use assessment tools, enlightening exercises, and practical worksheets. Plus, you'll get flow chart planning guides and a partnering strategy action plan that will enable you to chart your communication growth. *The Consultative Approach* has it all! Plot your path to consultative success with this comprehensive guidebook.

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Reading can called imagination hangout, why? Because while you are reading a book mainly book entitled The Consultative Approach: Partnering for Results! your brain will drift away trough every dimension, wandering in each and every aspect that maybe unidentified for but surely will end up your mind friends. Imaging each word written in a e-book then become one web form conclusion and explanation which maybe you never get prior to. The The Consultative Approach: Partnering for Results! giving you one more experience more than blown away your brain but also giving you useful facts for your better life with this era. So now let us explain to you the relaxing pattern the following is your body and mind is going to be pleased when you are finished reading it, like winning a game. Do you want to try this extraordinary shelling out spare time activity?

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