



Building Your Consulting Practice

Can you identify cultural problems, challenges, or puzzles? Can you find solutions by doing background research and fieldwork? Do you enjoy sharing what you learn with others? If so, you might consider opening your own shop as an anthropologist. When problem solving is done using an anthropological perspective, your work will be different—and likely more helpful to your clients compared to say, the run-of-the-mill survey approach. The anthropological difference can be your niche, your selling point to attract clients.

Steps for Starting a Practicing Anthropology Business

Step 1: Find Colleagues and Business Partners

While anthropology graduate school is generally a solo enterprise, starting and operating a business requires helpers. Talk to colleagues and friends who are in business. How did they start? Conducting informational interviews with other practitioners or finding a free business mentor or coach through the [U.S. Small Business Administration](#)¹ will help you understand and surmount startup hurdles; similar business startup support is available in nearly all countries. Consider teaming with a colleague as a partner right from the start. If you decide to be what the consulting world calls a “lone eagle” (flying solo), remember that you will need collaborators to keep things running.

Step 2: Assess Your Skills

Be honest about what you can and cannot do well. This self-evaluation will help you think through potential partner(s) for your enterprise. Consider your research and analysis skills. Then focus on your business experience. For example, if you have never done any accounting, marketing, or business planning, then find a colleague, business mentor, or part-time assistant who has the experience that you lack.

Step 3: Translate Your Skills

As you assess your (and your colleagues’) skills, translate your anthropological toolkit into business language. For example, if your anthropological background equips you to understand material culture, learn about consumer products and the lingo of those who make, sell, and repair them. If your background is in medical or biological anthropology, you have already learned some of the terminology of health care, consumer health, and health policy. Archaeologists can put their knowledge and skills to work in business as well: spatial and temporal analysis can be a big help for product manufacturers. Linguists can put their knowledge to work in business and marketing communication or in solving cross-cultural organizational or sales communication problems.



Building The It Consulting Practice

Mary Case, Will Phillips



Building The It Consulting Practice:

Building the IT Consulting Practice Rick Freedman,2002-10-14 Building the IT Practice is a clear and practical guide organized to help design build and manage lucrative consulting practices Building on the advisory methodologies described in the author s previous book The IT Consultant this book goes beond the personal practices and behaviors presented in that work to offer a roadmap to the creation of an IT Professional Services business This book focuses on the basics of building a consulting business dicussing such core issues as the creation of a unique marketing message the design of a firm wide delivery methodology and the recruitment and retention of world class sales and talent

Creating a Successful Consulting Practice Gary W. Randazzo,2018-08-23 Starting with understanding the types of consulting projects and how they originate this book shows the reader how to develop networks that can play an important role in generating prospects for consulting projects The reader is given the steps of identifying the objective of a project establishing the project s scope and deliverables how insure a successful consulting engagement by having early agreement between the consultant and the client on the process the deliverables the timetable and the cost of the project The author introduces a process that will guide consultants through the steps of generating a project strategy tactics and execution plan and how to present recommendations to the client Finally this book will provide insights and guidance on how to build a thriving practice through successful completion of individual consulting projects The global consulting market was estimated to be 251 billion U S dollars in 2016 and is projected to have steady growth through 2020 There is no better time to pursue a career in consulting and this book will be a useful guide for consultants both established and aspiring

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Inside the Technical Consulting Business Harvey Kaye, 1997-12-04 Join the thousands of professionals who have already gotten Inside the Technical Consulting Business and discover how to channel your technical know how into an exciting career as an independent consultant This Third Edition of Harvey Kaye's bestselling guide gives you

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The Consultant's Manual Thomas L. Greenbaum, 1990-01-16 Contents Foreward Introduction Part I Planning 6 chapters Part II Implementation 9 chapters Index This is the comprehensive guide to starting building and running a successful consulting practice Based on the author's popular Harvard consulting course Covers all practical aspects of consulting practices

[Million Dollar Web Presence: Leverage the Web to Build Your Brand and Transform Your Business](#) Chad Barr, Alan Weiss, 2012-02-28 Building upon the success of his Million Dollar series which includes bestseller Million Dollar Consulting Alan Weiss teamed with globally renowned internet expert Chad Barr shows you how to cash in on the unmatched reach of the web Empowered to tactically leverage technology from your website to mobile marketing uncover the secrets to dramatically elevating your brand and ultimately driving more revenue and growing your business Alan Weiss Ph D East Greenwich RI is a consultant speaker and author of 45 books including his bestseller Million Dollar Consulting He is the founder of consulting firm Summit Consulting Group Inc co creator of Million Dollar Websites www.themilliondollarwebsites.com Weiss is the founder of blog contrarianconsulting.com and online community alansforums.com Chad Barr Shaker Heights OH is the founder and president of CB Software Systems Inc a web internet and software development firm where he specializes in the development of innovative web solutions and strategies combined with effective and practical marketing concepts He is also the co creator of Million Dollar Websites www.themilliondollarwebsites.com

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Engineering Record, Building Record and Sanitary Engineer Henry Coddington Meyer, Charles Frederick Wingate, 1903

Steam, 1921 *The Engineering Record, Building Record and the Sanitary Engineer*, 1903

Philosophical Practice Lou Marinoff, 2001-11-08 This book provides a look at philosophical practice from the viewpoint of the practitioner or prospective practitioner It answers the questions What is philosophical practice What are its aims and methods How does philosophical counseling differ from psychological counseling and other forms of psychotherapy How are philosophical practitioners educated and trained How do philosophical practitioners relate to other professions What are the politics of

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presence optimization and professional relationship management The first edition was adopted as required reading at Purdue University's Krannert School of Management where Professor Richard Makadok used it to help students avoid many subtle pitfalls in their client relationships This dramatically improved revised edition incorporates years of additional experience and expands the guidance that has proven most valuable to both students and practicing consultants New chapters cover essential topics like demanding professional respect avoiding free work traps managing testimonials and referrals effectively and building the online presence that modern consulting requires

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