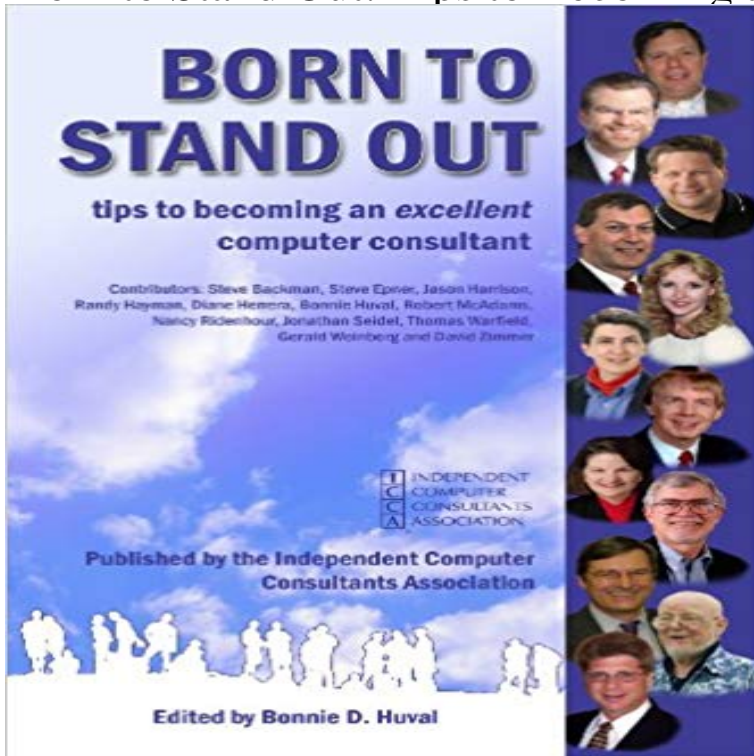


Born to Stand Out: Tips to Becoming an Excellent Computer Consultant



If you are in information technology and you have the ambition and inborn drive to be among the very best--or if you need to engage an IT consultant and want to know how to recognize the best--this book is for you. In most fields, a consultant is an expert who provides advice and guidance. Implementing the advice is up to the client. In information technology, the term computer consultant covers a wider range. Business expertise is frequently an even more critical element of the delivery than technical expertise. Because implementation of the consultants advice may require highly specialized skills, the consultant may offer to manage a team to perform some or all of the IT work that needs to be done, or may even offer supplemental staff for a client. But at the other end of the spectrum, some people call themselves computer consultants when their work is exclusively technical, such as programming or network design. Exactly what is a consultant in the field of information technology? Whats the different between an ordinary computer consultant and one who stands out above the crowd? If you want to be an exemplary, top of the line consultant in the IT field, what do you need to do? This book addresses these questions. Contributors include Jerry Weinberg, who is practically legendary for his keen insight, and Steve Epner, founder of the Independent Computer Consultants Association. Each chapter explores a different aspect of what it takes to be a truly excellent computer consultant and provide the highest levels of value and service for clients.

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