



What Clients Don't Tell Management Consultants in Consulting - What Consultants Should Do / What Clients Should Know

Y Kwan Loo

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Enjoy reading Kwan's honest and interesting account based on his 20+ years as a management consultant. See how clients would respond and appreciate their weaknesses. There are ample tips for consultants and clients. Can you succeed as a consultant? How should clients behave for a WIN-WIN outcome? What else must you know before you consult? You will find answers to these important questions and many more in this unique book. 'At last , a practical eye opening useful book for both consultants and their clients from a real results driven consultant. Read it !' Peter Rawson, Managing Director – ARRK Product Development Group Limited 'Essential reading for Consultants, Clients and business travellers – enjoy Kwan's no nonsense approach to his many years of wide ranging experiences.' Philip D Garnar, Director – The Lamberhurst Corporation 'Kwan Loo has provided a practical guide for consultants and the businesses that might use them. It contains nuggets of truth to keep both happy. An honest account with a human face, the life examples given will resonate with business managers, their employees and the brave agents of change trying to help them. It is essential reading for those with an open mind.' Darren Kelly, Managing Director – Drucegrove Limited 'The increasing number of independent consultants in many areas of professional services means that understanding how to be successful, and whether you want to be one, has ever greater importance. This book attempts to answer these core questions in detail, and I wish it success.' Andrew Smith, Chairman – Independent Consultants Group, UK

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