

“The world is moving and you need to move with it. YOU can have an impact and make a difference as a great consultant!”

Zena Simces, with over 30 years of experience in the health, social services, education, justice and employment sectors, brings her expertise to a unique book on how to be a great consultant.



This book takes a comprehensive look at how to make a difference as a consultant in today’s complex world and meet future challenges. Through her narratives, research and tips, she offers useful information to determine if consulting is for you, how to get started, the technical skills required and, most significantly, the soft skills needed to guide you on a successful path.

Ms. Simces discusses the top 10 skills to becoming a great consultant. Being a great consultant, according to Ms. Simces, means building trusting relationships, understanding the culture of the organization, being a good listener and communicator, upholding ethical standards, focusing on the big picture, and being a catalyst for change, an influencer, and a leader. It is more important to “get it right” than “being right,” and to do the job “with” your clients and not “for” them.

Whether you are considering a consulting career, wishing to be even more successful as a consultant, or have a leadership or management position in any sector, this book will be of value to you.

YOU CAN MAKE A DIFFERENCE A GUIDE TO BEING A GREAT CONSULTANT

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# YOU CAN MAKE A DIFFERENCE

## A GUIDE TO BEING A GREAT CONSULTANT

