



Consulting: A Practitioner's Perspective

Mohan Kancharla

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A beginner's guide to the world of consulting, for firms planning to create a footprint and for fellow professionals aiming to get a foothold in this fascinating space.

A comprehensive collection of practitioner's insights compiled from experiences ranging from practice creation, consultative selling, offerings development, engagement execution, building competencies and mentoring consultants. Perspectives covered are across the consulting spectrum from Strategy to Architecture, Portfolio, Process, Governance, Infrastructure, Outsourcing and Transformation Consulting christened as SAPPGIO-T.

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