



Building A Successful Consulting Practice (In Action Case Study Series)

By Patricia Pulliam Phillips, Jack J. Phillips

Download now

Read Online 

Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips

This book will be helpful to anyone starting down the exciting and challenging road of consulting. Learn from best practices in the 12 case studies that analyze the success of consulting organizations.

 [Download Building A Successful Consulting Practice \(In Acti ...pdf](#)

 [Read Online Building A Successful Consulting Practice \(In Ac ...pdf](#)

Building A Successful Consulting Practice (In Action Case Study Series)

By Patricia Pulliam Phillips, Jack J. Phillips

Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips

This book will be helpful to anyone starting down the exciting and challenging road of consulting. Learn from best practices in the 12 case studies that analyze the success of consulting organizations.

Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips Bibliography

- Sales Rank: #2062472 in Books
- Brand: Brand: ASTD
- Published on: 2006-01-06
- Original language: English
- Number of items: 1
- Dimensions: 8.96" h x .57" w x 7.20" l, 1.10 pounds
- Binding: Paperback
- 226 pages

 [Download Building A Successful Consulting Practice \(In Acti ...pdf](#)

 [Read Online Building A Successful Consulting Practice \(In Ac ...pdf](#)

Download and Read Free Online Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips

Editorial Review

About the Author

Jack J. Phillips is a world-renowned expert on measurement and evaluation and developer of return-on-investment (ROI), a revolutionary process that provides bottom-line figures and accountability for all types of training, performance improvement, human resources, and technology programs. He is the author or editor of more than 30 books-12 focused on measurement and evaluation-and more than 100 articles. His expertise in measurement and evaluation is based on more than 27 years of corporate experience in five industries (aerospace, textiles, metals, construction materials, and banking). Phillips has served as training and development manager at two Fortune 500 firms, senior HR officer at two firms, president of a regional federal savings bank, and management professor at a major state university. In 1992, Phillips founded Performance Resources Organizations (PRO), an international consulting firm that provides comprehensive assessment, measurement, and evaluation services for organizations. In 1999, PRO was acquired by the Franklin Covey Company and is now known as The Jack Phillips Center for Research. Today the center is an independent, leading provider of measurement and evaluation services to the global business community. Phillips consults with clients in manufacturing, service, and government organizations in the United States, Canada, Sweden, England, Belgium, Germany, Italy, Holland, South Africa, Mexico, Venezuela, Malaysia, Indonesia, Hong Kong, Australia, New Zealand, and Singapore. He leads the Phillips Center in Research and publishing efforts that support the knowledge and development of assessment, measurement, and evaluation. Phillips's most recent books include *The Human Resources Scorecard: Measuring the Return on Investment* (Boston: Butterworth-Heinemann, 2001); *The Consultant's Scorecard* (New York: McGraw-Hill, 2000); *HRD Trends Worldwide: Shared Solutions to Compete in a Global Economy* (Boston: Butterworth-Heinemann, 1999); *Return on Investment in Training and Performance Improvement Programs* (Boston: Butterworth-Heinemann, 1997); *Handbook of Training Evaluation and Measurement Methods*, 3rd edition (Boston: Butterworth-Heinemann, 1997); and *Accountability in Human Resources Management* (Boston: Butterworth-Heinemann, 1996). Phillips has undergraduate degrees in electrical engineering, physics, and mathematics from Southern Polytechnic State University and Oglethorpe University, a master's degree in decision sciences from Georgia State University, and a Ph.D. in human resource management from the University of Alabama. In 1987 he won the Yoder-Heneman Personnel Creative Application Award from the Society for Human Resource Management.

Patricia Pulliam Phillips is chairman and CEO of The Chelsea Group, a research and consulting company focused on accountability issues in training, HR, and performance improvement. Phillips conducts research on accountability issues and works with clients to build accountability systems and processes in their organizations. She has helped organizations implement the return-on-investment (ROI) process, developed by Jack J. Phillips, in countries around the world including South Africa, Singapore, Japan, New Zealand, Australia, Italy, Turkey, France, Germany, Canada, and the United States. She has been involved in hundreds of ROI studies in a variety of industries. Phillips has more than 13 years' experience in the electrical utility industry. As manager of market planning and research organization, she was responsible for developing marketing programs for residential, commercial, and industrial customers.

Users Review

From reader reviews:

Alan Dougherty:

Do you have favorite book? Should you have, what is your favorite's book? E-book is very important thing for us to find out everything in the world. Each reserve has different aim or goal; it means that e-book has different type. Some people really feel enjoy to spend their time to read a book. They are really reading whatever they get because their hobby is reading a book. What about the person who don't like studying a book? Sometime, man or woman feel need book after they found difficult problem or even exercise. Well, probably you will need this Building A Successful Consulting Practice (In Action Case Study Series).

Ron Lauer:

The book Building A Successful Consulting Practice (In Action Case Study Series) make you feel enjoy for your spare time. You should use to make your capable much more increase. Book can being your best friend when you getting pressure or having big problem together with your subject. If you can make reading through a book Building A Successful Consulting Practice (In Action Case Study Series) to be your habit, you can get more advantages, like add your personal capable, increase your knowledge about a few or all subjects. You may know everything if you like open and read a guide Building A Successful Consulting Practice (In Action Case Study Series). Kinds of book are a lot of. It means that, science reserve or encyclopedia or other folks. So , how do you think about this e-book?

Lillian Tobias:

This book untitled Building A Successful Consulting Practice (In Action Case Study Series) to be one of several books that will best seller in this year, that is because when you read this reserve you can get a lot of benefit onto it. You will easily to buy that book in the book retail outlet or you can order it by way of online. The publisher in this book sells the e-book too. It makes you more readily to read this book, as you can read this book in your Cell phone. So there is no reason for you to past this reserve from your list.

Betty Walsh:

Reading a book can be one of a lot of pastime that everyone in the world adores. Do you like reading book so. There are a lot of reasons why people like it. First reading a reserve will give you a lot of new data. When you read a guide you will get new information since book is one of numerous ways to share the information as well as their idea. Second, reading a book will make a person more imaginative. When you reading a book especially fictional book the author will bring you to imagine the story how the characters do it anything. Third, you could share your knowledge to others. When you read this Building A Successful Consulting Practice (In Action Case Study Series), you are able to tells your family, friends along with soon about yours publication. Your knowledge can inspire the others, make them reading a guide.

Download and Read Online Building A Successful Consulting

**Practice (In Action Case Study Series) By Patricia Pulliam Phillips,
Jack J. Phillips #XYGZJ4IF1ED**

Read Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips for online ebook

Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips books to read online.

Online Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips ebook PDF download

Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips Doc

Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips Mobipocket

Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips EPub

XYGZJ4IF1ED: Building A Successful Consulting Practice (In Action Case Study Series) By Patricia Pulliam Phillips, Jack J. Phillips