



The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects

By Jack Phillips

[Download now](#)

[Read Online](#) 

The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips

Measure the business impact - and return on investment - of any consulting project! Consulting clients want to know that the large fees they pay will bring measurable results to their organization - and successful consultants work hard to communicate the value of their work to clients. The problem is, both consultants and clients have been frustrated by the lack of rigorous methods for measuring the impact of the consultant's work. "The Consultant's Scorecard" offers solutions to this "accountability crisis" in the consulting profession by explaining how consultants can prove the value of their work to clients. Just as important, the book explains how clients can - and should - hold their consultants accountable for delivering measurable results. Written for both consultants and clients, "The Consultant's Scorecard" offers simple data collection techniques to help consultants in any industry measure the value of their work for clients in six key areas: client satisfaction; new knowledge and skills acquired by the client; successful project implementation; business unit impact; return on investment; intangible benefits." The Consultant's Scorecard" is the first book to present a comprehensive, practical approach to showing the bottom line of consulting. Using proven techniques, supported examples from leading companies, six key measures are developed to show the complete impact of consulting, including measuring ROI. This balanced approach to measurement is essential for consultants who want to show the value of their interventions, and for clients who want to hold their consultants accountable for delivering measurable results. Jack Phillips' unique approach to measuring the return on investment of consulting makes "The Consultant's Scorecard" a must read for anyone involved in the consulting process' - Stephen R. Covey, author of the No. 1 best-seller, "The Seven Habits of Highly Effective People".



[Download The Consultant's Scorecard: Tracking Results ...pdf](#)



[Read Online The Consultant's Scorecard: Tracking Result ...pdf](#)

The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects

By Jack Phillips

The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips

Measure the business impact - and return on investment - of any consulting project! Consulting clients want to know that the large fees they pay will bring measurable results to their organization - and successful consultants work hard to communicate the value of their work to clients. The problem is, both consultants and clients have been frustrated by the lack of rigorous methods for measuring the impact of the consultant's work. "The Consultant's Scorecard" offers solutions to this "accountability crisis" in the consulting profession by explaining how consultants can prove the value of their work to clients. Just as important, the book explains how clients can - and should - hold their consultants accountable for delivering measurable results. Written for both consultants and clients, "The Consultant's Scorecard" offers simple data collection techniques to help consultants in any industry measure the value of their work for clients in six key areas: client satisfaction; new knowledge and skills acquired by the client; successful project implementation; business unit impact; return on investment; intangible benefits." The Consultant's Scorecard" is the first book to present a comprehensive, practical approach to showing the bottom line of consulting. Using proven techniques, supported examples from leading companies, six key measures are developed to show the complete impact of consulting, including measuring ROI. This balanced approach to measurement is essential for consultants who want to show the value of their interventions, and for clients who want to hold their consultants accountable for delivering measurable results. Jack Phillips' unique approach to measuring the return on investment of consulting makes "The Consultant's Scorecard" a must read for anyone involved in the consulting process' - Stephen R. Covey, author of the No. 1 best-seller, "The Seven Habits of Highly Effective People".

The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips Bibliography

- Sales Rank: #2627690 in Books
- Published on: 1999-12-01
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x 1.48" w x 6.30" l, 1.71 pounds
- Binding: Hardcover
- 400 pages

 [Download The Consultant's Scorecard: Tracking Results ...pdf](#)

 [Read Online The Consultant's Scorecard: Tracking Result ...pdf](#)

Download and Read Free Online The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips

Editorial Review

From the Back Cover

Measure the business impact--and return on investment--of any consulting project! Consulting clients want to know that the large fees they pay will bring measurable results to their organization--and successful consultants work hard to communicate the value of their work to clients. The problem is, both consultants and clients have been frustrated by the lack of rigorous methods for measuring the impact of the consultant's work. The Consultant's Scorecard offers solutions to this "accountability crisis" in the consulting profession by explaining how consultants can prove the value of their work to clients. Just as important, the book explains how clients can--and should--hold their consultants accountable for delivering measurable results. Written for both consultants and clients, The Consultant's Scorecard offers simple data collection techniques to help consultants in any industry measure the value of their work for clients in six key areas: client satisfaction; new knowledge and skills acquired by the client; successful project implementation; business unit impact; return on investment; intangible benefits. "The Consultant's Scorecard is the first book to present a comprehensive, practical approach to showing the bottom line of consulting. Using proven techniques, supported by examples from leading companies, six key measures are developed to show the complete impact of consulting, including measuring ROI. This balanced approach to measurement is essential for consultants who want to show the value of their interventions, and for clients who want to hold their consultants accountable for delivering measurable results. Jack Phillips' unique approach to measuring the return on investment of consulting makes The Consultant's Scorecard a must read for anyone involved in the consulting process."--Stephen R. Covey, author of the No. 1 best-seller, *The Seven Habits of Highly Effective People*.

About the Author

Jack Phillips, Ph.D., is the founder of Performance Resources Organization, now the world's leading consulting firm specializing in accountability issues. The author or editor of more than 200 books and 100 articles, including *The Handbook of Training Evaluation and Measurement*, he has served as a bank president, Fortune 500 training and development manager, and professor of management at a major state university. His clients in 20 countries include such internationally respected companies as AT&T, Federal Express, Lockheed Martin, Motorola, and Xerox.

Users Review

From reader reviews:

Stanley Roman:

Do you have favorite book? In case you have, what is your favorite's book? Book is very important thing for us to learn everything in the world. Each guide has different aim as well as goal; it means that guide has different type. Some people sense enjoy to spend their time and energy to read a book. They are really reading whatever they take because their hobby is usually reading a book. Consider the person who don't like examining a book? Sometime, individual feel need book when they found difficult problem or exercise. Well, probably you will want this *The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects*.

Flora Gordon:

Book is definitely written, printed, or illustrated for everything. You can learn everything you want by a book. Book has a different type. As you may know that book is important issue to bring us around the world. Next to that you can your reading ability was fluently. A book The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects will make you to be smarter. You can feel considerably more confidence if you can know about everything. But some of you think this open or reading a book make you bored. It is not necessarily make you fun. Why they are often thought like that? Have you seeking best book or ideal book with you?

Thomas White:

Reading a guide can be one of a lot of action that everyone in the world really likes. Do you like reading book consequently. There are a lot of reasons why people love it. First reading a e-book will give you a lot of new details. When you read a guide you will get new information simply because book is one of a number of ways to share the information or maybe their idea. Second, reading a book will make an individual more imaginative. When you reading a book especially tale fantasy book the author will bring you to imagine the story how the people do it anything. Third, it is possible to share your knowledge to other people. When you read this The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects, you could tells your family, friends as well as soon about yours guide. Your knowledge can inspire average, make them reading a reserve.

Lola Kelly:

This The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects is great e-book for you because the content that is certainly full of information for you who else always deal with world and also have to make decision every minute. That book reveal it info accurately using great manage word or we can claim no rambling sentences inside. So if you are read that hurriedly you can have whole info in it. Doesn't mean it only offers you straight forward sentences but hard core information with lovely delivering sentences. Having The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects in your hand like obtaining the world in your arm, information in it is not ridiculous just one. We can say that no publication that offer you world in ten or fifteen small right but this book already do that. So , it is good reading book. Hello Mr. and Mrs. occupied do you still doubt that will?

Download and Read Online The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips #G0V8ZMEX5UA

Read The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips for online ebook

The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack 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 The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips books to read online.

Online The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips ebook PDF download

The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips Doc

The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips MobiPocket

The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips EPub

G0V8ZMEX5UA: The Consultant's Scorecard: Tracking Results and Bottom-Line Impact of Consulting Projects By Jack Phillips