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Humble Consulting How To Provide Real Help Faster

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"Humble Consulting is a fine blend of poetic writing and practical methodology. It is an intimate conversation about how service, in this case consulting, works in the real world. All who want a deeper understanding of the way to create relationships that produce outcomes will value this book. To simply recommend it is an understatement."

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Humble Consulting: How to Provide Real Help Faster (16pt Large Print Edition) Paperback - Large Print, April 4, 2016. by. Edgar H. Schein (Author) > Visit Amazon's Edgar H. Schein Page. Find all the books, read about the author, and more.

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I figured that "Humble Consulting" would provide help in that overlapping area, and it does - by providing a different mindset to use when initiating contact with a prospective customer. The main lesson I learned from "Humble Consulting" is to approach customers with curiosity instead.

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Humble Consulting: How to Provide Real Help Faster. By: Edgar H. Schein. Narrated by: Joe Bronzi. Length: 5 hrs and 57 mins. Categories: Business & Careers , Management & Leadership. 4.3 out of 5 stars. 4.3 (105 ratings) Add to Cart failed. Please try again later.

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This book on consulting focuses on the softer consulting skill, at the personal level, hence the title -- Humble Consulting (HC). There is less on process and the mechanics of consulting, which most other consulting books spend much of their time (and also provide much useful information).

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"Humble Consulting is a fine blend of poetic writing and practical methodology. It is an intimate conversation about how service, in this case consulting, works in the real world. All who want a deeper understanding of the way to create relationships that produce outcomes will value this book. To simply recommend it is an understatement."

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Humble Consulting : How to Provide Real Help Faster by Edgar H. Schein (2016, Trade Paperback) The lowest-priced brand-new, unused, unopened, undamaged item in its original packaging (where packaging is applicable).

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About Humble Consulting. Consulting in Complex and Changing Times. Organizations face challenges today that are too messy and complicated for consultants to simply play doctor: run a few tests, offer a neat diagnosis of the "problem," and recommend a solution. Edgar Schein argues that consultants have to jettison the old idea of professional distance and work with their clients in a more personal way, emphasizing authentic openness, curiosity, and humility.

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"Humble Consulting pulls the curtain back on the pretense that the vast majority of consultants and consulting organizations put forward--that they have 'the answer.' I plan on keeping a copy in my

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office to hand out to consultants as they continue to show up and ask that I tell them what keeps me up at night and they respond with the solution ...

~~Humble Consulting — By Edgar H Schein (Paperback) : Target~~

"In Humble Consulting, master consultant Edgar Schein shows us how to escape the limitations of a traditional consulting practice to vastly improve both the impact and the meaning of our work. This book is at once brilliant and incredibly practical."--Anthony L. Suchman, MD, MA, consultant, Relationship Centered Health Care ...

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