

BUSINESS ANALYSIS PROFESSIONAL DEVELOPMENT SERIES

Successful Business Analysis Consulting

Strategies and Tips for Going It Alone



Karl Wieggers, PhD

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This volume in the Business Analysis Professional Development Series by renowned expert and best-selling author, Karl Wieggers, and a group of noteworthy contributors, provides experienced, advanced-level business analysis and project management practitioners with proven strategies and tips for making the successful transition from highly respected internal expert to a fulfilling and financially rewarding career in consulting.

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- Presents a list of next steps at the end of each chapter with actions you can take immediately to begin applying the guidance and tips provided
- Furnishes valuable strategies and tips for such essentials as setting rates for your services, invoicing, purchasing appropriate insurance, establishing important business rules or policies, managing your finances and taxes, and other administrative aspects of your consultancy

Since 1997, **Karl Wieggers** has been Principal Consultant with Process Impact, a software development consulting and training company in Happy Valley, Oregon. As a consultant, he has worked with more than 130 companies and government organizations of all types, helping them improve the effectiveness and efficiency of their software development activities. He has also delivered more than 600 training classes, keynote speeches, and conference, webinar, and podcast presentations on business analysis, software development, project management, and other management topics.

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