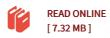




## The Oracle Way to Consulting: What it Takes to Become a World-Class Advisor (Hardback)

By Kim Miller

McGraw-Hill Education - Europe, United States, 2015. Hardback. Condition: New. Language: English. Brand new Book. Proven Methods for Consultants Seeking to Up Their Game-Based on the Consultant-Training Program Created and Used by Oracle, One of the World's Most Respected Technology Firms"In the end all a consultants wants is a very happy customer. Kim's insights and observations are just the practical knowledge a consultant needs to keep customers satisfied"-- Joel Borellis, Group Vice President, Partner Enablement, Oracle"It's critical that implementation consultants communicate clearly and provide the knowledge that the customer needs. Kim offers keen perspective and best practices on key consulting skill techniques needed to become a world-class consultant."-- Steve Hoodmaker, Senior Director, Applications Partner Enablement, OracleA world-wide leader in technical support, consulting, and training, the Oracle Corporation has produced many of the most successful consultants in the world today. Now, you can receive the same training-and master the same techniques-that have jump-started the careers of high-level consultants all across the globe. Learn how to:\* Gain-and retain-the trust of your clients\* Use your personal skills to generate steady revenue \* Communicate better, smarter, and faster\* Become the best consultant you can beAvailable in book form for the first time-Oracle's renowned training...



## Reviews

This publication is amazing. It is definitely basic but shocks in the fifty percent of your publication. You wont feel monotony at anytime of your own time (that's what catalogues are for concerning if you question me).

-- Prof. Kirk Cruickshank DDS

This kind of book is every little thing and taught me to looking ahead of time and a lot more. I am quite late in start reading this one, but better then never. I found out this book from my dad and i encouraged this pdf to find out.

-- Justus Hettinger