



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

By Kim Miller

McGraw-Hill Education on Brilliance Audio, United States, 2015. CD-Audio. Condition: New. Unabridged. Language: English. Brand new. Available in book form for the first time, Oracle's renowned training program for the professional consultant. Oracle's world-famous consultants are leaders in delivering best-in-class services, solutions, and client satisfaction. Now for the first time, this practical insider's guide reveals the secrets behind Oracle's astonishing success, a virtual crash course in the best practices and proven methods that can take your career to the next level. Learn how to: - Cultivate your consulting skills and adapt to new situations- Focus on customer success and keep your clients happy- Set realistic expectations and deliver real results- Manage difficult clients, office politics, and corporate road blocks- Improve organization and increase productivity- Perform at your very best and provide maximum value every time If you want to up your game and join the ranks of world-class consultants, this user-friendly guide will help you hone your communication skills, leverage your talents, and create a sustainable revenue flow for you and your company. You'll learn how to deliver value, add services, and build trust with your customers through example--helping them become more self-sufficient. You'll find surprising new insights from the...



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