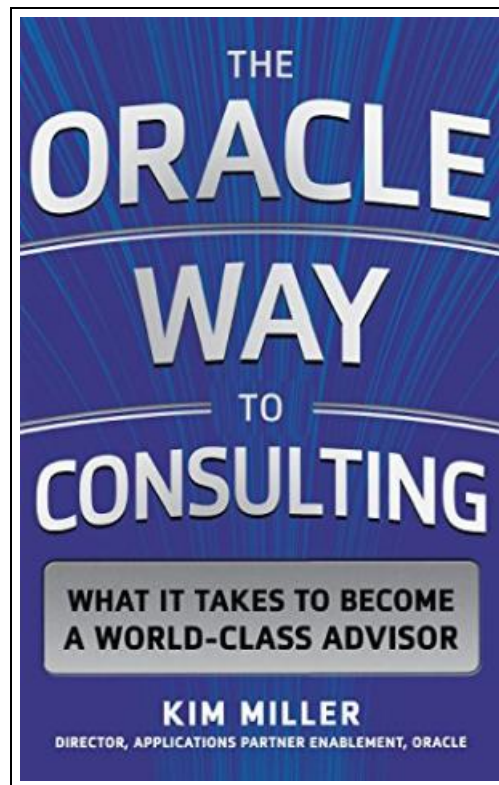


The Oracle Way to Consulting: What it Takes to Become a World-Class Advisor (Hardback)



Filesize: 3.04 MB

Reviews

Definitely one of the best ebook We have possibly go through. It usually does not charge a lot of. I am just pleased to inform you that this is actually the greatest ebook i have got study in my own lifestyle and may be he greatest publication for actually.
(Ms. Patsy D'Amore III)

THE ORACLE WAY TO CONSULTING: WHAT IT TAKES TO BECOME A WORLD-CLASS ADVISOR (HARDBACK)

[DOWNLOAD](#)

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, Oracle A 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 be 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...

[Read The Oracle Way to Consulting: What it Takes to Become a World-Class Advisor \(Hardback\) Online](#)[Download PDF The Oracle Way to Consulting: What it Takes to Become a World-Class Advisor \(Hardback\)](#)

See Also



How to Be a Man (Hardback)

HarperCollins Publishers, United Kingdom, 2018. Hardback. Condition: New. Language: English. Brand new Book. Are men supposed to be fighters? Lovers? Hunter-gatherers? Fashionistas? Business gurus? Culinary experts? You're wrong if you think one man can't be...

[Read](#) [PDF](#)

»



Hacks for Minecrafters: Combat Edition: The Unofficial Guide to Tips and Tricks That Other Guides Won't Teach You (Hardback)

Skyhorse Publishing, United States, 2014. Hardback. Condition: New. Language: English. Brand new Book. From the author of Hacks for Minecrafters and Hacks for Minecrafters: Master Builder comes the most encompassing guide ever to combat in...

[Read](#) [PDF](#)

»



Negotiating with Backbone: Eight Sales Strategies to Defend Your Price and Value (Hardback)

Pearson Education (US), United States, 2015. Hardback. Condition: New. 2nd edition. Language: English. Brand new Book. B2B sales professionals: resist mindless discounting, level the playing field against tough procurement organizations, and close the deal on...

[Read](#) [PDF](#)

»



That's Not the Monster We Ordered (Hardback)

Skyhorse Publishing, United States, 2016. Hardback. Condition: New. Richard Fairgray, Terry Jones (illustrator). Language: English. Brand new Book. The day the Turner family gets their very own monster is a momentous event in the neighborhood....

[Read](#) [PDF](#)

»



How to Survive a Zombie Attack (Hardback)

QEB Publishing, United States, 2018. Hardback. Condition: New. Chris King, Butcher Billy (illustrator). Language: English. Brand new Book. The only book on the market telling the truth about monsters and how to fight them, this...

[Read](#) [PDF](#)

»