



# Creating and Developing a Consultancy Practice

*Martin Wilson*

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## **Creating and Developing a Consultancy Practice** Martin Wilson

This guide is aimed at senior and middle managers who are considering moving into consultancy. In addition to providing all the practical advice necessary to start up a consulting practice, the book offers suggestions on the philosophy and culture of consultancy which should help the reader decide whether it is the right career option for them. It includes appendices of useful addresses, a step-by-step checklist for setting up a consultancy, and a sample engagement letter.

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