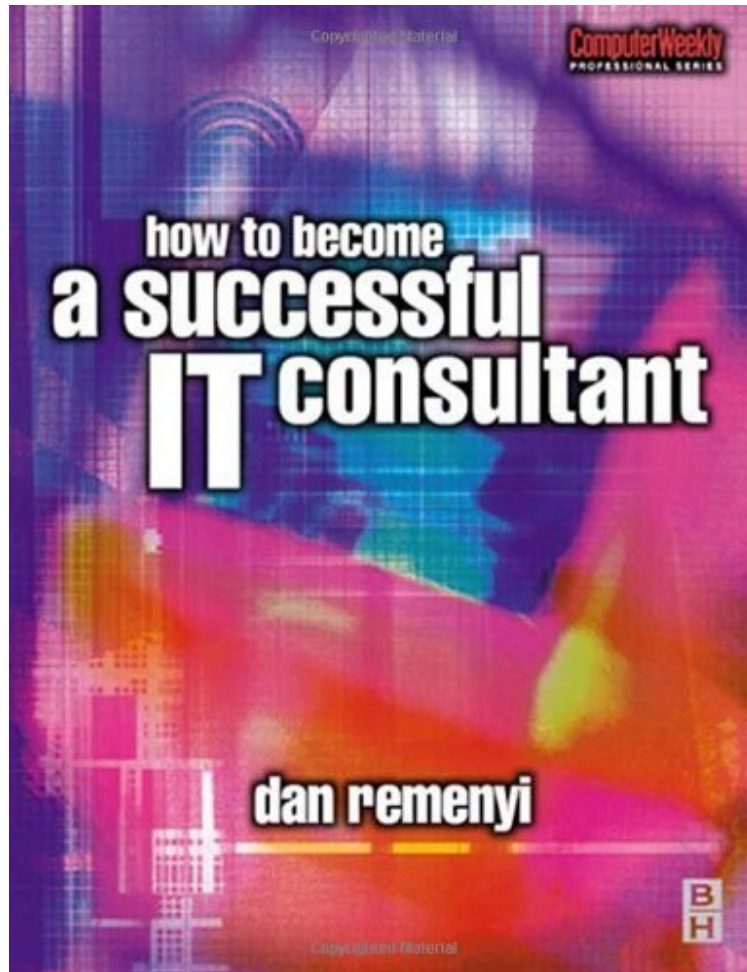


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## How to Become a Successful IT Consultant (Computer Weekly Professional)

Dan Remenyi

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**Dan Remenyi : How to Become a Successful IT Consultant (Computer Weekly Professional)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised How to Become a Successful IT Consultant (Computer Weekly Professional):

0 of 0 people found the following review helpful. Excellent read about the reality of IT consulting By Steely Blue IT consulting is really not for everyone who thinks s/he can do it, and this book tells you why, by painting a realistic picture of it. It tells you about everything a person wanting to be an independent/startup IT consultant can expect. For when it was written it clearly seems ahead of its time. Be aware that the author is based in the UK, and the tax related and some other advice given is more relevant to those in the UK. This is a minor point, however. I did some quick calculations per the author's recommendations: Assumed inputs: \* Desired annual income (before overtime) = \$100k\* Time spent per week on updating skills, administrative tasks and marketing = 1d + 0.5d + 0.5d = 2d Calculated outputs: \* Time available per week (before o.t.) for actual work = 5d - 2d = 3d \* Desired rate per hour to make desired

annual income (pre o.t.) = \$48.08 (per CalcXML) \* (5d/3d) = \$80.13 = \$80 after rounding  
Of course in real life it's the market that determines one's wages.

'How to Become a Successful IT Consultant' is a practical book for anyone considering setting themselves up as an IT consultant. It is essential reading for those contemplating such a career change. Today IT consulting has become a major opportunity for many IT professionals who want to work for themselves. It is no longer only the domain of the high-flying international organization. In fact tens of thousands of IT professionals are leaving their regular jobs to set up as IT consultants on their own. Although there are many consulting opportunities available it is quite a challenge to make a success of your own IT consulting business. There are a lot of things to think about and many decisions to be made. For those who get it right there is a very exciting and highly lucrative business career ahead. This book takes the IT professional through all the key issues which have to be understood and explains how to optimize your chances of developing a long-term IT consulting business of your own. This practical book explains what is involved in setting up your own business as an IT Consultant. It explains the opportunities involved and gives practical advice as to how to take advantage of them. The book looks at the full range of issues concerned with getting started and maintaining your business and gives practical guidelines about how to face the many challenges which you will encounter if you leave your job and set up on your own. Amongst the many issues involved this book specifically addresses: how to find clients; how to get more business and the opportunities areas available; how to price your services; the funding you will require; how to plan your consulting assignments And much more... This book is an essential reading for anyone who is seriously thinking about taking this big career step.

It is like getting answers from a consultant that has been there, done it and got the T-shirt. If you have any doubts this book can put your fears at rest. Dan's book will help you decide if jumping into consultancy is for you, and if it is, how to get started. - er About the Author David Taylor is a medical consultant and psychotherapist at the Tavistock Clinic.