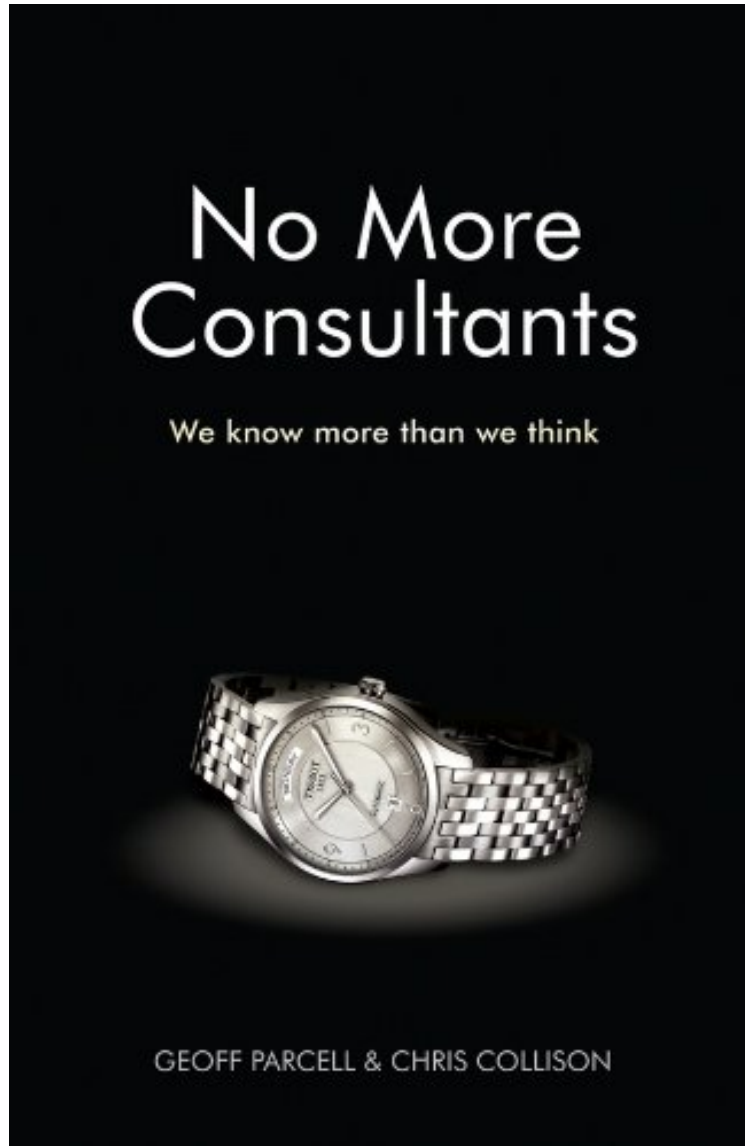


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No More Consultants: We Know More Than We Think

Geoff Parcell, Chris Collison

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Geoff Parcell, Chris Collison : No More Consultants: We Know More Than We Think before purchasing it in order to gage whether or not it would be worth my time, and all praised No More Consultants: We Know More Than We Think:

1 of 1 people found the following review helpful. A Lesson in Common SenseBy Larry UnderwoodIn any organization, performance in any area should be measurable; the results are either good, bad or indifferent. The leaders of any organization should be able to determine if they're doing a good job, a bad job, or a mediocre job, based on their measurable performance. This is common sense, and should form the basis for any organization to examine its

performance, and make the necessary adjustments, if needed, to improve any areas of weakness. With the enlightened organization understanding all the factors that determine the quality of its performance in very real measurements, Geoff Parcel and Chris Collinson have astutely discovered that those fancy-schmantzy consulting firms that have been draining the organization's bottom line for as long as anyone can remember, are in fact, quite useless. The conclusion: Fire them and figure this stuff out on your own. This may come as unwelcome advice for those confused CEOs of corporate America, but the simple truth is, if you can't cure your own problems through your own devices, you've got bigger issues; up to and including your employment status with your organization. If you're unable to do your job as head-honcho, there are probably a number of board members who'd like to see you take a permanent vacation. In the hilarious big business spoofing movie, "Office Space", a couple of nit wit consultants named Bob Bob are playing havoc with the big business every employee seems to hate working for; and in the end, nothing much is accomplished, from a business perspective, other than a few arbitrary lay-offs of mostly competent employees. Such is life in corporate America. This particular story has a happy ending, however; a disgruntled, highly abused employee takes matters in his own hands, burns the place down and takes a permanent vacation on the sandy beaches of some tropical paradise; never to deal with consultants again. For any business trying to rediscover the lost art of common sense, you can get rid of those consultants, too; just don't burn the place down; there's still hope for you and the rest of your cohorts.

0 of 0 people found the following review helpful. Good Practical Tools to improve organizations By Shakeel Akhtar

The title of this book attracted me because I have a personal bias. I have an opinion similar to this saying "Consultants borrow your watch to tell you the time and walk away with your watch". Also, I have been part of many Water Cooler conversations in my company where the same opinion was expressed by different people. I also have some friends who are consultants and they cannot understand how companies can spend that kind of money making them work on simple spreadsheets and powerpoints. So, I thought this book will give some examples of how companies used consultants and did not achieve their objectives. But to my surprise there was not much negative speak about consultants except for the saying about the "watch". Instead, the focus was mostly on the tools like "River Diagram" "Stairs Diagram" and how companies can benefit by first knowing where each team/business unit is in their core competencies and how the knowledge can be shared across the teams to improve the organization. So, don't go entirely by the title because the authors do not advocate firing all consultants nor do they advocate against hiring consultants. Pleasantly the message is positive in its nature with some practical tools. I am sold on the tools River Diagram and the Stairs Diagram and their practical application. I am going to try out the "Effective Meeting" example right away. I also liked the idea of "Steal with Pride" award. The reason why I gave a four star was because the examples in the book were not really exceptional. They are good but not great.

This book provides you with the tools to tap into the capabilities that already exist in your organization, but are as yet inaccessible. The book shows you how to make maximum use and accessibility of existing knowledge by implementing a successful tool, The River Diagram. This tool will help reveal your organization's strengths and weaknesses, which will aid you in resolving an internal problem. Illustrated using an exciting range of case studies including BP, Oracle, UNAIDS, and others, this book will guide you towards saving both time and money.

"hellip; an easy read, taking you step by step through an approach to identifying strengths within your business." (Supply Management, March 2010)

From the Inside Flap We know more than we think. So before we rush out and hire an expert or a consultant, how can we tap into this knowledge within. This book helps you to think more about what you know, and saves you money along the way. No More Consultants takes you on journey through insight, improvement and innovation. Moving beyond traditional benchmarking, the River Diagram, provides a graphic picture, giving you a clear view towards growth and development. With inspiring stories and expert advice from their years of experience in helping organizations to value their own experience and reduce their dependency on consultants, the authors chart a course towards an engaged workforce and a successful business.

www.nomoreconsultants.org Find the video of No More Consultants on YouTube

From the Back Cover The message of No More Consultants is that as organisations, we already know more than we think, and by networking with partners, suppliers, customers and competitors we have access to even more knowledge and to better decisions. So before we rush out and hire an expert or a consultant to tell us what we already know, how can we tap in to the knowledge within? Moving beyond traditional benchmarking, The River Diagram provides a graphic picture giving you a clear view towards growth and improvement. This book shows you how to create, use and interpret your findings to better your organization.