



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

Kim Miller

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Become a master consultant using the training program created and used by Oracle

The Oracle Consulting Way provides the essential tools and people skills a consultant must have to build trusted client relationships that lead to long-term business. The book defines what a consultant is and explains how to communicate the correct expectations early and often. Readers learn how to handle difficult clients, navigate challenging office politics, leadership techniques, leverage pseudo authority, and manage their own career path.

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