More Secrets of Consulting

The Consultant’s Tool Kit

by Gerald M. Weinberg

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Powerful Tools to Unlock Your Consulting Abilities

Widely acclaimed as a consultant’s consultant, Gerald M. Weinberg builds on his perennial best-seller The Secrets of Consulting with all-new laws, rules, and principles. You’ll learn how to fight burnout, stay curious, understand your clients, negotiate effectively, and much, much more.

Consultants need more than technical skills—they need self-awareness and a strong set of personal abilities. Weinberg helps computer consultants identify and strengthen each aspect ...  He devotes a chapter to each of these symbolic tools, from The Wisdom Box to The Fish-Eye Lens to The Oxygen Mask and more.

“If you were to buy this book and the previous one, Secrets of Consulting, and read them, then your next step should be to place one in each of your hip pockets. For that is the only part of being ... books. Wrapped in the guise of folk wisdom, the advice given here could and should be part of a business degree. . . .

—Charles Ashbacher
posted on Amazon.com

“Computing professionals know Gerald Weinberg as one of the most successful consultant/educators in our field. Learning what techniques have worked for him will surely help us to do our jobs better. The author also candidly shares some of what has not worked for him, also valuable lessons for us. . . .

“. . . Gerald Weinberg’s two secrets books, therefore, are valuable on every computing professional’s book shelf.”

—Conrad Weisert, IDINews.com

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About the Author


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Competence Can Lead to Burnout

Virginia [Satir] taught me that I had all the tools needed to be a successful consultant (and human being), but that I might not be using all those tools to their fullest potential. Virginia’s tool kit was inspired by Frank Baum’s Wizard of Oz, where Dorothy and her friends made a long journey only to discover that they already had the tools they so fervently desired. I believe that we all do have those tools, and the purpose of this book is to remind us of some we’ve forgotten, or that we underutilize.


More Secrets of Consulting

“Weinberg’s original Secrets of Consulting has a place on every consultant’s (at least the ones that are making any money) bookshelf. If you have not read Jerry’s original book, you will be surprised at how he makes simple analogies and symbols so meaningful. . . . Jerry Weinberg’s career is the envy of most consultants that I know. I find it wonderful that he is prepared to share the secrets of his success. Buy this book if you are a consultant, or thinking of becoming one.”

—James Robertson, Atlantic Systems Guild

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—Richard Mateosian, IEEE Micro

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