

Examples and Templates

Tables, examples and checklists are provided to help the reader understand and apply the key principles discussed in the book. Many of these can serve as the starting point for your own selection and management of consultants.

3.1: Project Costing Example

4.1: Typical Consulting Pyramid

4.2: Summary of Economic Models of Consulting Firms

4.3: Roots and Capabilities of Prominent Consulting Firms

7.1: Example Selection Criteria

8.1: Sample Table of Contents for Typical Consultant Proposal

8.2: Typical Qualifications Page in Consultant Proposal

8.3: Possible Dimensions of Scope (for a System Implementation Project)

8.4: Example of Phased Approach

8.5: Fee Approaches

9.1: Interview Guidelines

9.2: Example for Evaluation Summary of Individual Consultants

9.3: Example for Overall Vendor Ratings—Capability to Deliver

9.4: Example of Fee Normalization Schedule

9.5: Example for Overall Vendor Ratings—Commercial Relationship

A1.1: Relative Cultural Tendencies for Selected Countries

A2.1: Structure of a Typical RFP

A3.1 Key Components of a Consulting Contract