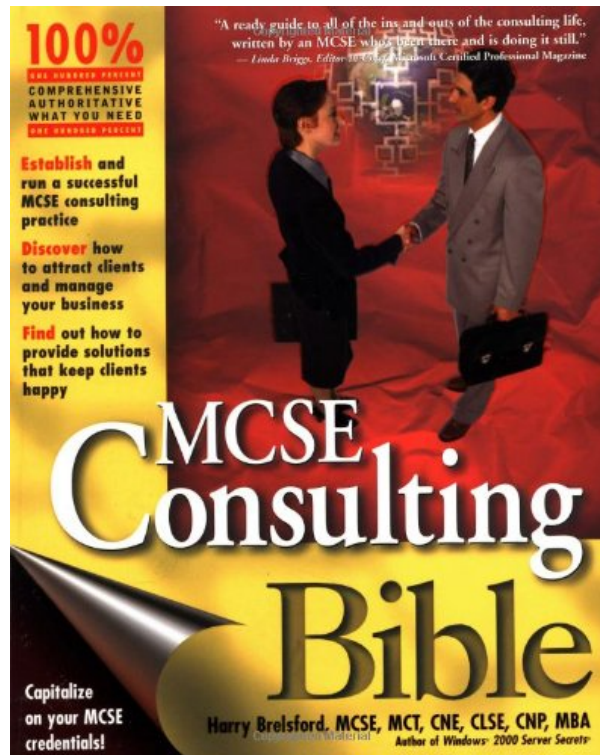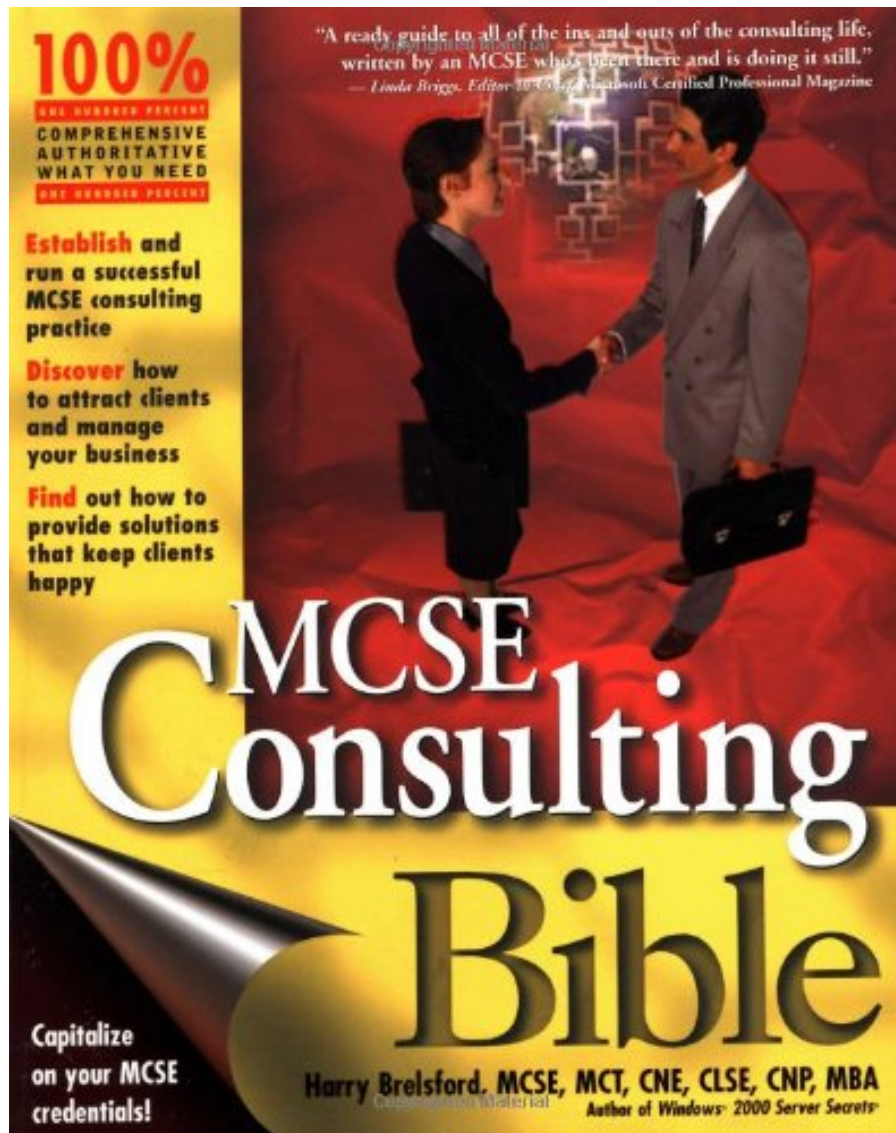# MCSE CONSULTING BIBLE BY HARRY M. BRELSFORD

DOWNLOAD EBOOK : MCSE CONSULTING BIBLE BY HARRY M. BRELSFORD PDF

Click link bellow and free register to download ebook:
MCSE CONSULTING BIBLE BY HARRY M. BRELSFORD

MCSE CONSULTING BIBLE BY HARRY M. BRELSFORD PDF

This letter could not influence you to be smarter, however the book *MCSE Consulting Bible By Harry M. Brelsford* that our company offer will evoke you to be smarter. Yeah, a minimum of you'll know greater than others that don't. This is what called as the quality life improvisation. Why needs to this MCSE Consulting Bible By Harry M. Brelsford It's because this is your preferred theme to check out. If you such as this MCSE Consulting Bible By Harry M. Brelsford style about, why do not you read guide MCSE Consulting Bible By Harry M. Brelsford to enhance your conversation?

Amazon.com Review
One of the things most readers claim they want in computer books is real-world experience: "Don't just regurgitate the manual," they tell us. "Give us hands-on experience. Tell us how useful features really are-- dare to break from the company line!"

How ironic is it, then, that one of the best "real-world" computer books written this year won't do a damn thing for your computer experience, but could well add thousands to your salary or save you from possible bankruptcy?

If you're thinking of making the break and going freelance--a dream many techies share--consider the MCSE Consulting Bible. It's a priceless resource that is stuffed to the gills with honest, useful advice on all levels. Want to know what sorts of psychological tactics you'll need to pursue if you want to be successful? Check. Need to know how to plan, bill, and seek new employees for your business? Check. Want to know what sort of clients you should seek out, how well your business should be doing by a certain point, and what specific certifications are desirable for what niche markets? Check, check, check--and this is all given with outside opinions from experts, and backed by the opinions of author Harry Brelsford, a man who is healthily skeptical about your chances for success. But he'll tell you, frankly and honestly, what it takes.

The book is split into essentially two sections. The first part deals with what it takes to be a successful consultant, and has separate chapters for methodologies, writing proposals, managing (and hiring) staff, retirement strategies, customer service, and garnering good referrals, among other things. These sections are written engagingly, backed by a lot of personal opinions. But to bolster those opinions, in every chapter there is a "Guest Sermon," where Brelsford finds an expert in the field and asks him for his or her take on the issue at hand. Also scattered through the book are "Ask the Expert" sections, in which the author responds to various e-mails he's gotten over the course of his career.

Most of this is very well written, except for the portions where he recommends using software. The chapter on writing proposals, for instance, offers some general guidelines on proposal writing, but is little more than a walk-through of how to use Microsoft Proposal Builder--admittedly, there are some sample proposals in the appendices, but it would have been more useful to see, say, a bad actual proposal rewritten into a winning one. Likewise, the section on project management is mostly a Microsoft Project walk-through with a thin coating of the basic types of projects. Anyone who's software-savvy enough to get their MCSE doesn't need

tutorials--they need an understanding of what they need to accomplish with the programs, and here the bible falls slightly short.

The lack of substance in these areas, however, is easily outweighed by the solid information in other areas. Brelsford tells you how to think in terms of profitability and always have an eye for the bottom line--something many outwardly professional techies forget. And he's realistic, knowing that it takes a lot of money to stay on top of all the certifications, a lot of nonbillable hours to keep your skills well-honed, and a lot of erratic schedules to work effectively with customers from the frenzy of first installation to the slow trudge of occasional patch updates. He gives advice with the full understanding of the unique restraints of the techie professional, and tells you how to work around them.

The latter half of the book gets specific in dealing with various areas that MCSE consultants tend to specialize in, and here too the book is useful--though probably not quite as useful as the first half, since anyone with the experience to go freelance probably already has a fairly well-defined area of specialization. Still, it breaks down most of the major fields--DBA, developer, small business, enterprise consulting, dot-com, Exchange--and tells you what sorts of talents you'll need to have in order to make it. What sorts of tasks will you be expected to accomplish? What kind of personality do you have? What certifications are de rigeur? If you're looking to cross over, this book should help you immensely.

In short, this is a solidly researched and well-written career book that is easily worth the money whether you're looking to go freelance or looking for ways to improve your existing business. Highly recommended. --William Steinmetz

About the Author
Harry M. Brelsford, MCSE, MCT, CNE, CLSE, CNP, MBA, is a contributing editor at Microsoft Certified Professional Magazine, for which he pens the regular online column, "Windows 2000 Foundations." He is a practicing network consultant in the Seattle, Washington area, where he specializes in Microsoft BackOffice projects. Harry is an instructor in the online MCSE program at Seattle Pacific University, a Microsoft AATP. He has published over 100 technology and business articles in numerous magazines, and is a founding member of the BackOffice Professionals Association (BOPA) in Redmond, Washington. A life-long learner, Harry earned his MBA from the University of Denver in 1986. When time allows, Harry enjoys cross-country skiing and sailing with his family in the Pacific Northwest.

MCSE CONSULTING BIBLE BY HARRY M. BRELSFORD PDF

Just what do you do to start reading **MCSE Consulting Bible By Harry M. Brelsford** Searching the book that you enjoy to read first or locate an intriguing publication MCSE Consulting Bible By Harry M. Brelsford that will make you want to check out? Everyone has distinction with their factor of reading a book MCSE Consulting Bible By Harry M. Brelsford Actuary, checking out practice needs to be from earlier. Lots of people might be love to check out, however not an e-book. It's not fault. Someone will be burnt out to open the thick book with small words to check out. In even more, this is the real condition. So do occur most likely with this MCSE Consulting Bible By Harry M. Brelsford

When some individuals considering you while checking out *MCSE Consulting Bible By Harry M. Brelsford*, you could really feel so honored. However, as opposed to other individuals feels you must instil in yourself that you are reading MCSE Consulting Bible By Harry M. Brelsford not as a result of that reasons. Reading this MCSE Consulting Bible By Harry M. Brelsford will certainly offer you more than people admire. It will certainly overview of understand more than individuals looking at you. Even now, there are numerous resources to discovering, reviewing a publication MCSE Consulting Bible By Harry M. Brelsford still becomes the first choice as a wonderful way.

Why must be reading MCSE Consulting Bible By Harry M. Brelsford Once more, it will certainly rely on how you feel as well as consider it. It is surely that people of the benefit to take when reading this MCSE Consulting Bible By Harry M. Brelsford; you can take much more lessons straight. Even you have not undertaken it in your life; you can acquire the encounter by reading MCSE Consulting Bible By Harry M. Brelsford And also currently, we will present you with the on the internet book MCSE Consulting Bible By Harry M. Brelsford in this internet site.

MCSE CONSULTING BIBLE BY HARRY M. BRELSFORD PDF

According to the 1999 Salary Survey conducted by MCP Magazine, the average MCSE has 6.8 years of experience. The average self-employed MCSE consultant with 6 - 9 years of experience earns $85,000 - that's over $8,000 more than the average salary +bonus and benefits package of other MCSEs. There is ademand for MCSEs who can offer a variety of technical expertise and services, and this book will show readers how to create a successful consulting business.

MCSE Consuling Bible walks readers through the issues to consider when making the decision to start their own consulting business and then offers key advice on each aspect of the business from deciding what services to offer, to marketing, to maintaining customer relationships.

- Sales Rank: #4223031 in Books
- Brand: Brand: Wiley
- Published on: 2001-02-15
- Original language: English
- Number of items: 1
- Dimensions: 9.22" h x 1.68" w x 7.56" l, .0 pounds
- Binding: Paperback
- 900 pages

Features

- Used Book in Good Condition

Amazon.com Review
One of the things most readers claim they want in computer books is real-world experience: "Don't just regurgitate the manual," they tell us. "Give us hands-on experience. Tell us how useful features really are-- dare to break from the company line!"

How ironic is it, then, that one of the best "real-world" computer books written this year won't do a damn thing for your computer experience, but could well add thousands to your salary or save you from possible bankruptcy?

If you're thinking of making the break and going freelance--a dream many techies share--consider the MCSE Consulting Bible. It's a priceless resource that is stuffed to the gills with honest, useful advice on all levels. Want to know what sorts of psychological tactics you'll need to pursue if you want to be successful? Check. Need to know how to plan, bill, and seek new employees for your business? Check. Want to know what sort of clients you should seek out, how well your business should be doing by a certain point, and what specific certifications are desirable for what niche markets? Check, check, check--and this is all given with outside opinions from experts, and backed by the opinions of author Harry Brelsford, a man who is healthily skeptical about your chances for success. But he'll tell you, frankly and honestly, what it takes.

The book is split into essentially two sections. The first part deals with what it takes to be a successful consultant, and has separate chapters for methodologies, writing proposals, managing (and hiring) staff,

retirement strategies, customer service, and garnering good referrals, among other things. These sections are written engagingly, backed by a lot of personal opinions. But to bolster those opinions, in every chapter there is a "Guest Sermon," where Brelsford finds an expert in the field and asks him for his or her take on the issue at hand. Also scattered through the book are "Ask the Expert" sections, in which the author responds to various e-mails he's gotten over the course of his career.

Most of this is very well written, except for the portions where he recommends using software. The chapter on writing proposals, for instance, offers some general guidelines on proposal writing, but is little more than a walk-through of how to use Microsoft Proposal Builder--admittedly, there are some sample proposals in the appendices, but it would have been more useful to see, say, a bad actual proposal rewritten into a winning one. Likewise, the section on project management is mostly a Microsoft Project walk-through with a thin coating of the basic types of projects. Anyone who's software-savvy enough to get their MCSE doesn't need tutorials--they need an understanding of what they need to accomplish with the programs, and here the bible falls slightly short.

The lack of substance in these areas, however, is easily outweighed by the solid information in other areas. Brelsford tells you how to think in terms of profitability and always have an eye for the bottom line--something many outwardly professional techies forget. And he's realistic, knowing that it takes a lot of money to stay on top of all the certifications, a lot of nonbillable hours to keep your skills well-honed, and a lot of erratic schedules to work effectively with customers from the frenzy of first installation to the slow trudge of occasional patch updates. He gives advice with the full understanding of the unique restraints of the techie professional, and tells you how to work around them.

The latter half of the book gets specific in dealing with various areas that MCSE consultants tend to specialize in, and here too the book is useful--though probably not quite as useful as the first half, since anyone with the experience to go freelance probably already has a fairly well-defined area of specialization. Still, it breaks down most of the major fields--DBA, developer, small business, enterprise consulting, dot-com, Exchange--and tells you what sorts of talents you'll need to have in order to make it. What sorts of tasks will you be expected to accomplish? What kind of personality do you have? What certifications are de rigeur? If you're looking to cross over, this book should help you immensely.

In short, this is a solidly researched and well-written career book that is easily worth the money whether you're looking to go freelance or looking for ways to improve your existing business. Highly recommended. --William Steinmetz

About the Author
Harry M. Brelsford, MCSE, MCT, CNE, CLSE, CNP, MBA, is a contributing editor at Microsoft Certified Professional Magazine, for which he pens the regular online column, "Windows 2000 Foundations." He is a practicing network consultant in the Seattle, Washington area, where he specializes in Microsoft BackOffice projects. Harry is an instructor in the online MCSE program at Seattle Pacific University, a Microsoft AATP. He has published over 100 technology and business articles in numerous magazines, and is a founding member of the BackOffice Professionals Association (BOPA) in Redmond, Washington. A life-long learner, Harry earned his MBA from the University of Denver in 1986. When time allows, Harry enjoys cross-country skiing and sailing with his family in the Pacific Northwest.

Most helpful customer reviews

15 of 16 people found the following review helpful.
MCSE Consulting 101
By Beatrice Mulzer

Are you a techie that has been thinking about making money on your own? This is the first technical consulting book that gives you all the information from A to Z in the MCSE business. This book distinctly differs from other consulting books by not just talking about how to be a consultant, but how to run a successful business as a good MCSE consultant. It is apparent that the author practices what he preaches and freely shares his knowledge and experience with the reader. Partitioned into "Finder, Minder and Grinder" routines this book includes a broad range of topics and touches all angles of the biz, which give food for thought in every possible direction. If you are a MCSE consultant or just thinking about striking out on your own, this book is a great reference, easy and engaging to read, full of useful information and thought provokers. My favorites are Brelsford's Rules of Ten, considerations of different market niches, a very well written sample proposal and tons of links to helpful websites. If you want to add value to your MCSE consulting, have a note pad ready while reading this book.

6 of 6 people found the following review helpful.
Covers it all and says the unsaid things
By Matt
I started my own consulting business and bought quite a few books. By far, this book tells you what you really need to know. It gave me the tips I really needed, not just the "philosophy" but also the down-and-dirty details. If you are looking to start an IT consulting business, even if you aren't into the "Microsoft-centricity" of the MCSE, this book has a LOT to offer. I am dubbing it indespensible for the IT consultant just starting out... AND those already in business.

See all 2 customer reviews...

MCSE CONSULTING BIBLE BY HARRY M. BRELSFORD PDF

What kind of book **MCSE Consulting Bible By Harry M. Brelsford** you will like to? Now, you will certainly not take the published publication. It is your time to obtain soft data book MCSE Consulting Bible By Harry M. Brelsford rather the published papers. You could appreciate this soft data MCSE Consulting Bible By Harry M. Brelsford in whenever you anticipate. Even it is in anticipated area as the other do, you could check out the book MCSE Consulting Bible By Harry M. Brelsford in your gizmo. Or if you really want more, you can keep reading your computer or laptop to get full display leading. Juts locate it here by downloading and install the soft data MCSE Consulting Bible By Harry M. Brelsford in link page.

Amazon.com Review
One of the things most readers claim they want in computer books is real-world experience: "Don't just regurgitate the manual," they tell us. "Give us hands-on experience. Tell us how useful features really are--dare to break from the company line!"

How ironic is it, then, that one of the best "real-world" computer books written this year won't do a damn thing for your computer experience, but could well add thousands to your salary or save you from possible bankruptcy?

If you're thinking of making the break and going freelance--a dream many techies share--consider the MCSE Consulting Bible. It's a priceless resource that is stuffed to the gills with honest, useful advice on all levels. Want to know what sorts of psychological tactics you'll need to pursue if you want to be successful? Check. Need to know how to plan, bill, and seek new employees for your business? Check. Want to know what sort of clients you should seek out, how well your business should be doing by a certain point, and what specific certifications are desirable for what niche markets? Check, check, check--and this is all given with outside opinions from experts, and backed by the opinions of author Harry Brelsford, a man who is healthily skeptical about your chances for success. But he'll tell you, frankly and honestly, what it takes.

The book is split into essentially two sections. The first part deals with what it takes to be a successful consultant, and has separate chapters for methodologies, writing proposals, managing (and hiring) staff, retirement strategies, customer service, and garnering good referrals, among other things. These sections are written engagingly, backed by a lot of personal opinions. But to bolster those opinions, in every chapter there is a "Guest Sermon," where Brelsford finds an expert in the field and asks him for his or her take on the issue at hand. Also scattered through the book are "Ask the Expert" sections, in which the author responds to various e-mails he's gotten over the course of his career.

Most of this is very well written, except for the portions where he recommends using software. The chapter on writing proposals, for instance, offers some general guidelines on proposal writing, but is little more than a walk-through of how to use Microsoft Proposal Builder--admittedly, there are some sample proposals in the appendices, but it would have been more useful to see, say, a bad actual proposal rewritten into a winning one. Likewise, the section on project management is mostly a Microsoft Project walk-through with a thin coating of the basic types of projects. Anyone who's software-savvy enough to get their MCSE doesn't need tutorials--they need an understanding of what they need to accomplish with the programs, and here the bible falls slightly short.

The lack of substance in these areas, however, is easily outweighed by the solid information in other areas.

Brelsford tells you how to think in terms of profitability and always have an eye for the bottom line--something many outwardly professional techies forget. And he's realistic, knowing that it takes a lot of money to stay on top of all the certifications, a lot of nonbillable hours to keep your skills well-honed, and a lot of erratic schedules to work effectively with customers from the frenzy of first installation to the slow trudge of occasional patch updates. He gives advice with the full understanding of the unique restraints of the techie professional, and tells you how to work around them.

The latter half of the book gets specific in dealing with various areas that MCSE consultants tend to specialize in, and here too the book is useful--though probably not quite as useful as the first half, since anyone with the experience to go freelance probably already has a fairly well-defined area of specialization. Still, it breaks down most of the major fields--DBA, developer, small business, enterprise consulting, dot-com, Exchange--and tells you what sorts of talents you'll need to have in order to make it. What sorts of tasks will you be expected to accomplish? What kind of personality do you have? What certifications are de rigeur? If you're looking to cross over, this book should help you immensely.

In short, this is a solidly researched and well-written career book that is easily worth the money whether you're looking to go freelance or looking for ways to improve your existing business. Highly recommended. --William Steinmetz

About the Author
Harry M. Brelsford, MCSE, MCT, CNE, CLSE, CNP, MBA, is a contributing editor at Microsoft Certified Professional Magazine, for which he pens the regular online column, "Windows 2000 Foundations." He is a practicing network consultant in the Seattle, Washington area, where he specializes in Microsoft BackOffice projects. Harry is an instructor in the online MCSE program at Seattle Pacific University, a Microsoft AATP. He has published over 100 technology and business articles in numerous magazines, and is a founding member of the BackOffice Professionals Association (BOPA) in Redmond, Washington. A life-long learner, Harry earned his MBA from the University of Denver in 1986. When time allows, Harry enjoys cross-country skiing and sailing with his family in the Pacific Northwest.

This letter could not influence you to be smarter, however the book *MCSE Consulting Bible By Harry M. Brelsford* that our company offer will evoke you to be smarter. Yeah, a minimum of you'll know greater than others that don't. This is what called as the quality life improvisation. Why needs to this MCSE Consulting Bible By Harry M. Brelsford It's because this is your preferred theme to check out. If you such as this MCSE Consulting Bible By Harry M. Brelsford style about, why do not you read guide MCSE Consulting Bible By Harry M. Brelsford to enhance your conversation?