

## Getting Started In Consulting Alan Weiss

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I just started my first job in consulting and had some difficulty switching function and industry. With five years of sales experience, I kept getting pivoted from analyst positions to business development roles. I finally found a company that felt like a fit and I jumped at it.

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About the Author Alan Weiss, Ph.D. started his own consulting firm in 1985. He has written 12 books and more than 400 articles, and has worked with some of the world's best-known and largest companies. He is an adjunct professor at the graduate school of business at the University of Rhode Island, where he teaches advanced consulting skills.

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Alan Weiss is the founder of Summit Consulting Group and has penned more than 50 books, including Getting Started in Consulting and Million Dollar Referrals. In addition to being named among the National Speaker Association's top one percent of the world's best public speakers, he has also consulted for innumerable companies, consistently earning more than \$1 million per year.

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