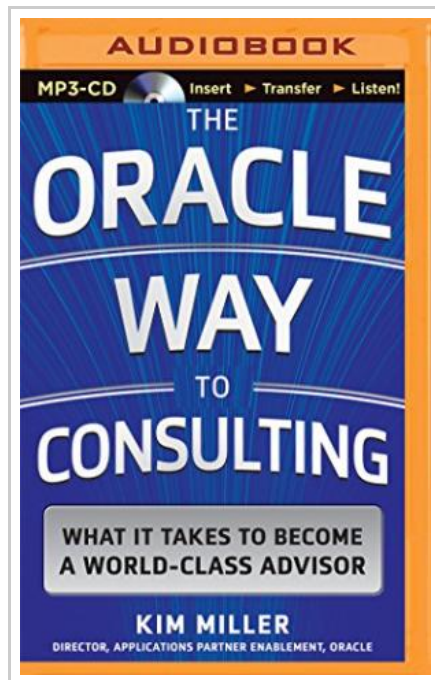



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The Oracle Way to Consulting: What It Takes to Become a World-Class Advisor

By Kim Miller

McGraw-Hill Education on Brilliance Audio, United States, 2015. CD-Audio. Book Condition: New. Unabridged. 170 x 135 mm. Language: English . Brand New. Available in book form for the first time, Oracle's renowned training program for the professional consultant. Oracle's world-famous consultants are leaders in delivering best-in-class services, solutions, and client satisfaction. Now for the first time, this practical insider's guide reveals the secrets behind Oracle's astonishing success, a virtual crash course in the best practices and proven methods that can take your career to the next level. Learn how to: Cultivate your consulting skills and adapt to new situations Focus on customer success and keep your clients happy Set realistic expectations and deliver real results Manage difficult clients, office politics, and corporate road blocks Improve organization and increase productivity Perform at your very best and provide maximum value every time If you want to up your game and join the ranks of world-class consultants, this user-friendly guide will help you hone your communication skills, leverage your talents, and create a sustainable revenue flow for you and your company. You'll learn how to deliver value, add services, and build trust with your customers through example helping...



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