

PART TWO

Specific Operational Considerations for Scientific Consultants

This, the second part of the book, consists of the following chapters:

- Chapter Five: Organizing a Scientific Consulting Group
- Chapter Six: Managing a Scientific Consulting Organization
- Chapter Seven: Ethics for Scientific Consultants
- Chapter Eight: Marketing and Selling Scientific Expertise
- Chapter Nine: Completing the Consulting Assignment
- Chapter Ten: Maintaining Professional Competence

This part contains much of the substance of our advice about a suite of activities critical to the well-being of any consultant or consultancy. The chapters may tend in places to be a little dogmatic or even dictatorial, but the ingredients of success in consulting are lurking here, and need to be exposed in as much detail as possible, and as forcefully as possible.