



Consulting: A Practitioner's Perspective

By Mohan Kancharla

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A beginner's guide to the world of consulting, for firms planning to create a footprint and for fellow professionals aiming to get a foothold in this fascinating space.

A comprehensive collection of practitioner's insights compiled from experiences ranging from practice creation, consultative selling, offerings development, engagement execution, building competencies and mentoring consultants. Perspectives covered are across the consulting spectrum from Strategy to Architecture, Portfolio, Process, Governance, Infrastructure, Outsourcing and Transformation Consulting christened as SAPPGIO-T.

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Editorial Review

About the Author

Mohan Kancharla has a Bachelor's degree in Computer Engineering and a Post Graduate Diploma in Management from the Indian Institute of Management, Calcutta, with close to three decades of experience in Information Technology & Consulting.

A Certified Management Consultant, his industry experience covers Banking & Financial Services, Insurance, Telecom, Manufacturing, Retail, Media & Entertainment, Utilities, and Pharmaceuticals. He has successfully directed multiple consulting engagements for Fortune 500 companies worldwide. His achievements span across the consulting spectrum - Business Strategy, Business Model Innovation, IT Enabled Business Transformation, IT Strategy, IT Governance, Enterprise Architecture, Portfolio Management, Process Consulting, Infrastructure Consulting and Outsourcing / Offshoring Consulting.

Author of CIO Information Suite, Innovation Exchange, The Challenges of Consulting, Identifying the Right Structure for your IT Organization, Turn on Lean Governance for Return on Outsourcing, Strategic Resourcing – The Network Delivery has come of Age, Has Program Management, Realizing Benefits of IT Investments – Overcoming the Silver Bullet View, and Digital Strategy Stencil all published in leading Journals and Books.

He is a Guest Faculty on IT Consulting, Co-Innovator of “Strategy Validation Framework” [Patent Pending] and a Certified CEO Coach.

Mohan lives in Chennai, India with his wife Mary Rajeswari and daughters Kezia Harshita and Nikia Sushmita.

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