

DO YOU NEED A CONSULTANT?

Consultants are typically brought in to address an issue or opportunity that you don't have the knowledge and/or resources to properly handle. The following is a list of categorical reasons to hire a consultant. For each statement, mark True or False.

Area	True	False
<p>Technical and Professional Expertise:</p> <p>We have the knowledge and skills required to accomplish our goals.</p> <p>We have enough "in house" experience to know how to tackle our projects and to manage them in a way that saves time and money.</p> <p>We have access to necessary professional networks and skilled resources.</p> <p>We are aware of what other companies in the marketplace are doing and we've compiled a list of "best practices" to help us get the job done.</p>		
<p>Leadership:</p> <p>Our people are willing to lead our initiatives and are ready to take action.</p> <p>Our people have the process and facilitation skills to lead our projects smoothly and without wasted effort.</p> <p>We don't want or need anyone from the outside to come in and take responsibility for completing all or part of our projects.</p> <p>We don't need an objective third party view.</p>		
<p>Organizational Capacity:</p> <p>We have all the high quality resources we need to accomplish our goals.</p> <p>Our people have the time and energy to take on the extra projects we think are important to our success.</p> <p>We don't need to extend our organizational capacity at this time.</p> <p>TOTAL: Add up the number of True and False responses</p>		

Results:

0-3 False Statements: You're in good shape. You have the people and/or resources to lead and handle your projects properly.

3-6 False Statements: You would most likely benefit from some outside help.

More than 6 False: You would definitely save time, energy and money by hiring an outside party with expertise to assist you.

Organizations tend to value what they pay for, so the mere fact that you have hired a consultant to assist in specific areas raises the priority level of getting the work done.