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Flawless Consulting is not just a practical, useful, and inviting book for practitioners. It's all those things, but it's also a book about some of the most vexing issues we face when consulting to organizations—issues of resistance, truth, doubt, vulnerability, and accountability.

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"Flawless consulting" means being truthful, and giving as direct and straightforward responses as you can to all of your client's questions. There are three roles you can assume as a consultant, which we cover in the key lessons below.

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If you are new to the practice, Flawless Consulting will chop years off your learning cycle. And even if you're an old pro, Block's insights will elevate you to new levels of effectiveness. Flawless Consulting is not simply about becoming a better consultant; it is about using consulting as a path toward becoming a better person."

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Flawless Consulting helped me to see that I could assert my wants in a way that wasn't aggressive but that ensured both the client and I were getting what we wanted for a productive relationship. Moving forward, I will be sure to thoroughly negotiate my working contracts to make sure that everything is understood and agreed to by both parties.

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