

Chapter Eleven

Why Is this Chapter Important?

Chapter eleven initiates the fourth part of the book that details requirements needed by the individual consultant. Research techniques are never particularly popular with students. However, this chapter details why it is essential to understand them. It also covers the philosophy behind how knowledge is created examining the two predominant epistemological stances. Practical insight into using both quantitative and qualitative techniques is given along with industry examples that illustrate the use of research.

Supplementary material and further case studies

The good sources on the web that feature material from this chapter include:

Web link	Comment
http://articlet.com/article130.html	Article about the usefulness of research
http://www.articlesbase.com/self-help-articles/the-importance-of-research-why-we-do-research-793360.html	Another article about the usefulness of research
http://wilderdom.com/research/QualitativeVersusQuantitativeResearch.html	Qualitative versus Quantitative research debate
http://www.youtube.com/watch?v=638W_s5tRq8	A video on the differences between Qualitative versus Quantitative research
http://www.youtube.com/watch?v=WDo7jwikqql&feature=related	A comic sketch video on Qualitative versus Quantitative research (that is anti-qualitative)
http://km-consulting.blogspot.com/	A consultancy blog that touches on consultants' skills
http://www.trustedadvisortraining.com/pdf/Consulting_Skills_05_MH%20(2).pdf	A course that teaches the skills to be a consultant in two days
http://www.trainingregistry.com/consulting_training.html	A list of more courses that teach those important consultancy skills
http://www.nkarten.com/consk.html	A consultant's view on improving consultancy skills