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About the Author
Alan Weiss, Ph.D.
started his own
consulting firm in
1985. He has written
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than 400 articles, and has worked with some of the world ' s best-known and largest companies. He is an adjunct professor at the graduate school of business at the University of Rhode Island, where he teaches advanced consulting skills.

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and Million Dollar Referrals. In addition to being named among the National Speaker

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