

Editor's Note

Painting a Broader Consulting Picture

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Welcome to another issue of the *Journal of Practical Consulting*. To all practicing and would-be practicing consultants, Happy New Year! 2008 offers another opportunity to roll up our sleeves and explore the world of consulting from the inside out as it were. This issue of *JPC* follows our usual broad review of themes and concerns from a variety of different consulting perspectives. The idea is that there is no single way of doing consulting. Expanding the definition and applications of consulting simply reflects what consultants are already doing. Along these lines, the articles in this issue offer useful insights into the field and practice of consulting that should make anyone pause and take note.

Mark Biteler's "When the Client Won't Move" is a provocative analysis of the causes of client resistance. If you have not encountered client resistance, then you are obviously not a practicing consultant. Biteler's article is grounded in established principles of human behavior and offers a thought-provoking twist to approaches that might otherwise be taken for granted. How we leverage what he identifies as the laws of human behavior makes for interesting reading.

Ravi Jayakaran's "A Time to Consult" offers broad strategies for expanding one's consulting career that encompass and yet go beyond the usual advice found on websites and the ABCs of consulting-type texts. A close reading of this article might just be the way to prime your consulting career for 2008.

Jeremiah Koshal takes a decidedly different approach by identifying the potential for "Caring Consultants" and seeing consulting generally as a caring profession. As a particular application of *social consulting*, the author examines the value of kingdom business development and the contribution this makes to both local and global consulting.

Bruce Macdonald rounds off this publication with a message in "Arrogance" that might be acerbic to some and yet, by all indications, is a matter of continuing concern. Macdonald highlights an essential truth: that arrogance gets in the way of effective consulting. I would be very interested in hearing challenges to this position or receiving considered responses to any of the articles that appear in this issue.

As I like to say, consulting is a dynamic activity. The more we practice, the more we learn and unlearn. Checking one's arrogance at the client's door and entering into a relationship

of sharing, caring, and delivering effective solutions should be non-negotiables. The fact that they are not says that *JPC* has a continuing role to play in disseminating information and inviting readers like you to share their practical experiences and sober thoughts on consulting.

To link directly to this journal, go to:

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Once again, enjoy!