

**GS190: Is Consulting For Me?**

**What is consulting?**

Any time you offer your knowledge, expertise, and experience to another entity (person, group, organization) who has requested it to help them get their work done, you are consulting. Some people consult full-time, while others do consulting as part of or in addition to their “regular” job.

**Who is a consultant?**

According to Wikipedia, a consultant “is usually an expert or a professional in a specific field and has a wide knowledge of the subject matter. ... [a consultant offers] access to deeper levels of expertise than would be feasible for [a client] to retain in-house, and [the client] may purchase only as much service from the outside consultant as desired.”

**Pros and Cons of Consulting Full-time**

Various aspects of consulting fall into different categories (pros or cons) for different people. Or they may be both for the same person. Assessing what the pros and cons are for you is an important piece of information in your decision about consulting.

Reality	Pro?	Con?
Not going to an office every day / Working from home / No commuting		
Not having a steady paycheck or paid leave / Getting paid for all the work you do / Setting your own rates		
Doing most of your work by email and phone / Not having co-workers nearby		
Not having a single boss / Working for a variety of types of people		
Being in charge of all aspects of running a business / Being distracted by taxes, websites, and other non-IE aspects of work		
Having to “market” yourself / Increased value of networking / Developing an elevator speech about your strengths		
Variety of types of work / Not knowing what your next project will be		
Not being directly affected by whether your client follows your recommendations / Client may not heed your recommendations		

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#### **Questions to Consider**

- What support do I have for consulting (financial, personal, professional, other)?
- How are my communication skills? my interpersonal skills?
- What area of international education do I want to focus on as a consultant?
- What do I bring to consulting that few, if any, other consultants bring?
- Do I want to be an independent consultant, work in a team of consultants, or work for a consulting company?
- How big is my network?

#### **NOTES**



#### **Presenters**

***Carl Herrin***, Assistant to the president for international, community, and governmental affairs  
Worcester State University  
[caherrin@worchester.edu](mailto:caherrin@worchester.edu)

***Lin Larson***, Senior international specialist  
University of California, Berkeley  
[linlarson@berkeley.edu](mailto:linlarson@berkeley.edu)

***Sandy Schoeps Tennies***, Director  
Great Circle Global Education Consulting, LLC  
[sandyt@greatcircleglobal.com](mailto:sandyt@greatcircleglobal.com)

***Val Woolston***, Executive director, office of international initiatives, the graduate school  
University of Maryland  
[vwoolsto@umd.edu](mailto:vwoolsto@umd.edu)

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**Additional Resources**

*Getting to Yes: Negotiating Agreement Without Giving In* by Roger Fisher, William Ury, and Bruce Patton

*Flawless Consulting* by Peter Block

*Positioning: The Battle for Your Mind* by Al Ries and Jack Trout

*Branding Yourself: How to Use Social Media to Invent or Reinvent Yourself* by Erik Deckers and Kyle Lacy

Post questions, ideas, and comments on the NAFSA and International Educator Circle LinkedIn groups