

# GLOSSARY



## Consulting Foundations

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Use these terms and definitions below to understand concepts taught in the course.

**Transcript Search:** note that you can search for terms directly within the course. To search video text, switch to the *Transcripts* tab, then press Cmd/Ctrl + F on your keyboard to run a search within the active transcript.

Term	Definition
<b>revenue model</b>	Model explaining how you'll make money after determining how to charge for your services and what services you'll charge for. Examples include a service consulting model, project-based model, and per-unit pricing model.
<b>Request for Proposal (RFP)</b>	A formal invitation to submit a proposal that specifies exactly the work to be performed or the product or services to deliver.
<b>Intellectual Property (IP)</b>	The set of laws that protects goods, services, inventions, and creativity and how they're marketed.
<b>engagement structure</b>	Process of scoping out deliverables, team resources on both your side and the client side, timelines, and the methods you'll use to deliver the work.
<b>general liability</b>	Coverage that can protect you from a variety of claims, including bodily injury, property damage, personal injury and other risk that can arise from your business operations.