

Consultancy

Richard Newton

Management Consultancy Philip Sadler, 2001 Management Consultancy is the definitive reference guide for all management consultants. It covers all aspects of the management consultants role and provides: guidelines on best practice, expert contributions, helpful case studies, and a complete overview of the industry. This title explores the principles behind the application of specialized management techniques to the consultancy process. It also seeks to promote an understanding of the dynamics of the client-consultant relationship. Comprehensive in its coverage and full of practical advice, techniques and useful information, it is of equal value to the MBA student, sole practitioner or professional in a large multi-national consultancy. This title is also the recommended reading for students on the MSc in Management Consultancy.

Managing Consultants Clark, Timothy, 1995-11-01 Managers are increasingly being convinced from all sides that traditional structures, systems and cultures are no longer appropriate to today's competitive conditions; and that organizations must change fundamentally. It is in the context of these pressures that managers feel it increasingly necessary to seek external support by turning to those who offer some solution to these dilemmas - the management consultants. This book argues that the initial selection of a management consultancy and the subsequent evaluation of the quality of service they deliver are inherently problematic. Two root causes are identified: the structure and dynamics of the management consultancy industry; and the characteristics of the management consultancy service. Timothy Clark examines how these problems are overcome by revealing the foundations of a successful and long-term client-consultant relationship. In a departure from previous analyses of management consultancy he argues that the key to understanding consultancy and its success is to appreciate that successful consultancy, in its methods at least, emphasizes the active

management of the client-consultant relationship. At the core of successful consultancy is the art of impression management. A consultant seeks to create a reality which persuades the client that they have purchased a high-quality service. The work of consultants is analysed and understood in terms of the theatrical analogy or dramaturgical metaphor. A consultancy intervention is therefore conceived of as a dramatic event. This is illustrated with reference to two types of consultancy work - executive search (i.e. headhunting) and the work of management gurus.

Management Consultancy Through an Academic and Practitioner Perspective Paul A. Phillips, Victor Newman., Dr. K V Subramanian, 2018-12-21 Knowledge remains the key driver of success in the digital age. Management consultancy firms that can handle knowledge management effectively will reap economic and societal benefits. Management Consultancy Through an Academic and Practitioner Perspective, provides a fresh perspective on how management consultancy firms need to stay relevant to compete effectively. This book seeks to bridge the gap between the practitioner and academic camps and bring a sense of reality to the management consultancy landscape, which will help bring about a change in the production of consulting knowledge. It is particularly relevant for undergraduate, postgraduate, and MBA students interested in the management consulting profession who may study this subject as a core module or as an elective, or who may use it for further reading to supplement their strategy and international business modules. Aspiring and practicing management consultants will find it helpful to deliver quality outcomes to clients.

Essential Tools for Management Consulting Simon Burtonshaw-Gunn, 2010-06-15 The second book in the Essential Tools For series... on the topic of Management Consulting Based on Simon Burtonshaw-Gunn's successful *The Essential Management Toolbox*, this book focuses in greater depth on the topic of Management Consulting. This second book looks at how a management consultant

needs to think, view and analyse the workings of an existing organisation in order to efficiently and effectively work to improve the issues facing a business. Check out the new series website featuring sample chapters, tool of the month and solve your management problems by talking direct to the author www.essentialtoolsseries.com Second title in a new series that expands on the information in Simon Burtonshaw-Gunn's The Essential Toolbox This volume includes 30% new material in the form of new tools and techniques for guiding consultants Covers: Development of Management Consultancy; Problem resolution and Decision Making; Top 10 Tools for Consultancy Interventions; Consultancy delivery and Facilitation; Consultancy Governance and Ethics Active author, Simon Burtonshaw-Gunn speaks regularly Easy to use practical tools and techniques guiding the consultant and business person through their organisational conflicts About the Author: Simon Burtonshaw-Gunn is a practising management consultant with over 30 years experience in both the public and private sectors and covering a range of organizations and industries. He holds two Master's degrees and a PhD in various Strategic Management topics. This second book includes a forward by Malik Salameh.

Mastering Management Consultancy Calvert Markham, 2019-09-13 Mastering Management Consultancy is a comprehensive guide for all consultants looking to provide a first-class service to their clients and who wish to become expert practitioners. Calvert Markham shows how consultants can develop their performance in a wide range of areas, including: • Product development and marketing consultancy. • Selling and managing consultancy projects. • Consultancy problem solving. • Running a consultancy business. • Managing client relationship

An Introduction to Management Consultancy Marc Baaij, 2013-12-30 'I have never seen such a book about management consulting before: this sets a new standard. This book is extremely thorough and addresses all of the relevant topics.' - Sander van 't Noordende, Group Chief Executive

Products Operating Group, Accenture Whether you are looking to build on your management studies or experience of working in business, you are likely to have come across management consultancy and will need a clear and concise introduction to this area to help you understand its practices and techniques in order to hire and implement management consultancy in the future. This text provides you with these essentials for success in your studies and later industries when working with and not just for consultancy firms. The text is built around learning objectives to empower your understanding of the 'what', 'how', 'when' and 'why' at macro and micro levels of management consultancy and its stakeholders, and provides you with engaging real life examples and extra web materials for study. As well as full courses on management consultancy, this text will be invaluable to your management knowledge and skill-set across strategy, change, analytics, problem-solving, solution implementation and decision-making as applied by the world's top management consulting firms, such as McKinsey & Company, The Boston Consulting Group, and Bain & Company. Lecturer's resources Lecturer's guide Teaching notes per chapter Answer guidance to end-of-chapter questions in book Suggested discussion questions Suggested small group assignments Suggested small group field project Lecture slides Option 1: provide all figures of the book on PowerPoint slides Option 2: create complete PowerPoint presentations for each chapter Exercises Exam questions Discussion forum Student resources Templates for developing logical structures Web resources Consultancy publications Consultancy web site, career page Job application preparation services Consultancy institutions

An Introduction to Management Consultancy Marc G. Baaij, 2022-02-12 A practical, step-by-step guide to learn and develop the proven successful methods and techniques of the world's leading management consultancy firms.

Getting Started in Consulting Alan Weiss, 2019-03-26 The definitive guide to getting out of the

office and getting into consulting Getting Started in Consulting, Fourth Edition is the acclaimed real-world blueprint to professional and financial freedom. For nearly two decades, this invaluable resource has helped thousands of people quit the daily grind and become their own boss. This practical and motivational guide provides the tools and knowledge to control your future and secure your fortune. From establishing goals and sorting out the legal and financial paperwork, to advanced marketing strategies and relationship building techniques, this indispensable book offers step-by-step instructions for you to establish and grow your own consultancy business. This extensively revised and updated fourth edition includes new and expanded coverage on topics including utilizing informal media, changes in legal and financial guidelines, key distinctions of wholesale and retail businesses, and much more. Author Alan Weiss delivers expert advice on how to combine minimal overhead with optimal organization to produce maximum income. Every step in the process is clearly explained, including financing, marketing, bookkeeping, establishing your fees, and more. This guide is a comprehensive, one-stop source for everything you need to prosper in the rapidly expanding world of private consultancy. Adopt a pragmatic and profitable strategy to achieve incredible results from your consultancy business Learn to identify and address the most common issues facing your prospects and clients Leverage technology to reduce labor, maximize profitability, and increase discretionary time Access sample budgets, case studies, references and appendices, downloadable tools and forms, and online resources The modern business landscape presents unique opportunities for those willing to take the leap from corporate offices to home offices. Getting Started in Consulting, Fourth Edition is the must-have guide for anyone seeking to cut their own path to their own consulting business.

Management Consultancy: Boundaries and Knowledge in Action Andrew Sturdy, Karen Handley, Timothy Clark, Robin Fincham, 2009-03-26 Management consultants are typically seen as key

mediators in the flow of management ideas. And yet little is known about exactly what happens when they work together with clients, behind closed doors in consulting projects. Do they really innovate or simply legitimate existing knowledge? This book presents research from a three year long 'fly-on-the-wall study' of consulting projects and challenges our taken for granted view of consultancy. It draws on and integrates theories of knowledge and social boundaries to reveal a picture of complex and shifting insider-outsider relationships. Here, the outsider or expert status of consultants in relation to their clients cannot be assumed in their day-to-day project interactions. Different actors, roles, and types of knowledge are involved in an interactive and dynamic process where various boundaries are constructed, reinforced, negotiated and transformed. The chapters selectively explore these dynamics, revealing the importance of boundary complexity, the role of humour and challenge in often tense relationships, and the importance of shared knowledge domains such as sector knowledge. This in-depth analysis of inter-organizational project teams also covers a wide range of consultancy contexts, drawing on cases studies which include: * a US-based strategy firm and a multinational client, * the public and private sectors, * a sole practitioner consultant, * IT implementation in financial services. The book is important for all those with an interest in management consultancy, project working and management knowledge as well as in innovation/change, inter-organisational relations, boundaries and professional services. The authors include some of the leading research experts on management consultancy as well as a former management consultant and current expert in management learning.

How to Become a Successful IT Consultant Dan Remenyi, 2013-06-17 'How to Become a Successful IT Consultant' is a practical book for anyone considering setting themselves up as an IT consultant. It is essential reading for those contemplating such a career change. Today IT consulting has become a

major opportunity for many IT professionals who want to work for themselves. It is no longer only the domain of the high-flying international organization. In fact tens of thousands of IT professionals are leaving their regular jobs to set up as IT consultants on their own. Although there are many consulting opportunities available it is quite a challenge to make a success of your own IT consulting business. There are a lot of things to think about and many decisions to be made. For those who get it right there is a very exciting and highly lucrative business career ahead. This book takes the IT professional through all the key issues which have to be understood and explains how to optimize your chances of developing a long-term IT consulting business of your own. This practical book explains what is involved in setting up your own business as an IT Consultant. It explains the opportunities involved and gives practical advice as to how to take advantage of them. The book looks at the full range of issues concerned with getting started and maintaining your business and gives practical guidelines about how to face the many challenges which you will encounter if you leave your job and set up on your own. Amongst the many issues involved this book specifically addresses: how to find clients; how to get more business and the opportunities areas available; how to price your services; the funding you will require; how to plan your consulting assignments And much more... This book is an essential reading for anyone who is seriously thinking about taking this big career step.

Management Consultancy Insights and Real Consultancy Projects Graham Manville, Olga Matthias, Julian Campbell, 2017-10-05 The field of management consultancy research has grown rapidly in recent years. Fuelled by the drivers of complexity and uncertainty, a growing number of organizations – both profit and third sector alike – are looking at management consultancy to assist in their aims for development and change. Consultants have become a common feature in organizational change initiatives, involved in both providing advice and in implementing ideas and

solutions. However, despite this growing recognition and influence, management consultancy is still often misunderstood or criticized for its lack of theoretical underpinning. The book seeks to address these issues by offering applied theoretical insights from academics that both teach and practice management consultancy. Written by recognized experts in their field, the contributors combine original insights with authoritative analysis. Uniquely, this book identifies emerging themes with critical discourse and provides rich empirical case study evidence to show the reader how management consultancy projects are implemented. Real-world international consultancy projects are featured as written up cases featuring organizations from multi-national corporations to the public sector. Written for graduate level managers or those who have practical leadership experience, this book will enable readers to apply management consultancy models beyond a classroom context

The Consultant's Handbook Samir Parikh, 2015-05-21 Delivers the essential practical skills needed to consult and make sharp, well prepared interactions in a wide range of business situations This comprehensive handbook covers the fundamental skills and attitudes required by successful consultants from novice to practitioner level, irrespective of their specialist area. It untangles the key variables present in any consulting service and introduces practical ways to improve their effectiveness based upon the author's experience of helping consulting organisations to develop and excel in the marketplace. The book explores consulting 'from the ground up' steering away from theory and focusing instead on practical application, providing a solid platform upon which to build further domain-specific competence. The Consultant's Handbook provides: An understanding of the key variables that can be addressed in order to improve one's own consulting performance A set of simple practices that can be implemented with immediate benefit to the reader Practical insight into day-to-day real life consulting interactions Confidence to implement the new ideas and approaches

Developing Organisational Consultancy Andraea Dawson-Shepherd, Kamil Kellner, Jean E. Neumann, 2013-11-19 Developing Organisational Consultancy provides consultants with theoretical and practical advice on how to handle typical consultancy challenges. Well-established organisational consultants from the UK and the USA offer descriptions of problems they have encountered in their work, theoretical and practical approaches that they have found helpful, cases from their actual practice, and advice about how to apply their suggested approach generally. Chapters are grouped together to address three key areas of interest to consultants: * evolving a professional stance * considering psychodynamic approaches * applying organisational theory. For both experienced and newly-practising organisational and management consultants, this book is a valuable source of reference and the key to developing a more aware and successful practice.

Consultants and Consultancy: the Case of Education Helen M. Gunter, Colin Mills, 2017-02-27 This book is a comprehensive study into and about consultants doing consultancy, and having influence in ways that generate concerns about an emerging 'consultocracy', with privileged access to governments and public services. It presents a detailed mapping of consultants and consultancy in education as a site of change and modernisation in public sector service provision. It considers consultancy at a macro-level of globalised policy, at a meso-level of national government policy, and at a micro level with vivid descriptions and analyses of consultants at work. The rapid rise of 'edubusinesses', combined with the restructuring of public services in western style democracies, has generated new types of 'knowledge actors' within education policy. Three main developments that have led to this change are: the entry of education policy and service consultants from within major companies into the public education market place; the emergence of 'celebrity' entrepreneurial actors and private businesses who make interventions into Universities and schools; and the rapid growth of

small businesses based on individuals who have relocated their work from the public to the private sector. Such knowledge actors and the complexities they bring to public education are as yet under described and largely un-theorized. Based on current research and drawing upon a range of theoretical tools, this book fills the gap. Gunter and Mills provide an invaluable contribution to scholarship on the neoliberal restructuring of public education by mapping and analyzing the under-examined yet central role of corporate education consultants. Their thoughtful and thorough discussion expands our understanding of how consultants promote and trade in the ideologies of corporate culture. Gunter and Mills show how consultants are integral to both knowledge making practices in schools and a radical reform agenda for schools in the UK and around the globe. This is an accessible and important volume for not just policy and politics scholars but anyone concerned about defending public forms of education and associated living at a moment when they are increasingly being positioned for pillage by profiteers. Kenneth J. Saltman, University of Massachusetts, Dartmouth, USA

The Management Consultant Richard Newton, 2019-07-29 The secret of being a successful management consultant is to focus on the genuine needs of the client. You need to learn the skills that will help you understand these needs, deliver real value to your clients and help them get the results they want. The Management Consultant shows you how. The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you'll gain instant access to this eBook. Time limit The eBooks products do not have an expiry date. You will continue to access your digital ebook

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The Chameleon Consultant Andrew Holmes,2002 By understanding the organizational culture of a client, consultants will be in a much stronger position to sell and deliver their consultancy services. Yet this is something which is rarely done and never to a depth which would make it meaningful at a departmental level. This book eliminates this major gap in the consultant's and consultancy firm's knowledge.

Consultancy and Innovation Peter Wood,2003-09-02 Consultancy and Innovation links two important aspects of European economic development in the past thirty years: the pace of technical and management innovation, and the growing significance of technical and business consultancy. This book includes detailed studies of consultancy activities or 'knowledge intensive services' (KIS) in eight EU countries, written by national experts in the field.

Management Consultancy Joe O'Mahoney,Calvert Markham,2013-03-07 'Management Consultancy' provides a comprehensive introduction to the consulting industry. The text begins with the presentation of a theoretical underpinning, before outlining how to carry out management consultancy and providing guidance on entering the industry.

A Consultancy Approach for Trainers and Developers Keri Phillips,Patricia Shaw,1998 This Second Edition will help you plan your professional development as a trainer or developer. The authors describe three approaches to help you undertake increasingly complex assignments. With the support of case studies, they explain each approach and illustrate the potential problems and opportunities. There is also a detailed self-development plan.

An Introduction to Management Consultancy Marc Baaij,2022-01-05 Whether you are preparing for a management consultancy career or only want to acquire widely applicable consultancy skills,

you will need a clear and concise introduction to this area. This fully updated second edition text provides you with a practical, step-by-step guide to learn the proven successful methods and techniques of the world's leading management consultancy firms. Detailed descriptions and real-life illustrations enable you to develop consultancy skills for structured problem-solving, critical thinking, collaboration and communication. Additionally, this text provides rich insights into the latest developments in the consultancy industry and their firms. It includes alumnus of a top management consultancy firm and is essential reading for aspiring consultants as well as anyone dealing with consultants in their career.

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