

Introduction To Management Consultancy Filetype

Morgen Witzel

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.

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.

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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.

Management Consultancy Morgen Witzel, 2015-12-14 What is management consultancy? How has it developed? How does it affect businesses? This book answers these questions and introduces the field for those looking to develop a career as a management consultant. Providing a thorough introduction to management consultancy, Morgen Witzel covers the topic from a range of perspectives including the field's historical development, the client's perspective, business analysis, return on investment, consulting failures, ethics and accountability and the growing importance of sustainability. With exercises and case studies throughout, this practical textbook provides students with a rounded and critical understanding of what it means to be a management consultant and in so doing, will help readers emerge as employable management consultants of the future.

International Guide to Management Consultancy Barry Curnow, Jonathan Reuvid, 2005-12-03 Now in its second edition, this unique and authoritative guide provides a description of the management consultancy profession worldwide, together with advice on how to choose and use its services effectively. With contributions from leading practitioners, the guide is essential reading for all purchasers of management consultancy services. Part One identifies the parameters and definitions of management consultancy. It presents overviews of the industry's origins and evolution, the present status of the leading multinational management consultancies and some of the global forces shaping the development of management consultancy. Part Two is devoted to ethics and best practice in management consultancy from a number of perspectives. Central to these discussions is the international development of the Certified Management Consultant (CMC) qualification. Part Three scrutinises the life of the client-consultant relationship, focusing on what clients can do to make the consultant's role effective and their working relationship productive. Part Four comprises snapshots by leading practitioners of thirteen key consultancy fields, ranging from strategy and marketing through change management and process re-engineering to the newer disciplines of information and knowledge management, m-commerce, ERP and e-business. Part Five consists of a general account of consulting in developing countries, followed by profiles of 26 country-by-country management consultancy markets.

Management Consulting ,2012

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.

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.

Management Consultancy Julian Randall, Bernard Burnes, Allan J. Sim, 2018-09-19 This dynamic and innovative new core textbook examines and explores the theoretical underpinnings of this complex and fascinating subject and provides students with the practical skills required to become a successful management consultant. Rooted in change management theory, it explores the role of the internal and external change agents and their impact on organizational development and transformation. The experience and highly-regarded expertise of the author team ensures that the text is built on solid academic foundations, while six of the chapters feature extended 'Consultancy in Action' sections penned by practitioners who provide invaluable insights into the reality of working as a management consultant in a wide range of contexts. Written in a lively and accessible style, the authors carefully guide the student through each stage of consulting, presenting a wealth of experiential learning exercises and activities to help hone skills and develop a consultant's mindset. This is an essential textbook for MBA, postgraduate and undergraduate students studying modules on Management Consulting. It is also a useful supplementary text for modules on change management. Accompanying online resources for this title can be found at

bloomsburyonlineresources.com/management-consultancy. These resources are designed to support teaching and learning when using this textbook and are available at no extra cost.

Management Consultancy Andrew Sturdy, Karen Handley, Timothy Clark, Robin Fincham, 2010-06-10 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.

The Oxford Handbook of Management Consulting Matthias Kipping, Timothy Clark, 2012-03-29 Management consultants of various kinds play an important role in the world of business, and other organizations. This Handbook provides a comprehensive overview of research and thinking on the role, history, and function of management consultants.

Management Consultancy Insights and Real Consultancy Projects Graham Manville, Olga Matthias, Julian Campbell, 2017-10-02 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 Management Consultant Richard Newton, 2019-08-09 The secret of being a successful management consultant is to focus on the genuine needs of the client and provide the best service to achieve and sustain results. The Management Consultant is your essential guide for both newcomers and practicing consultants to develop the skills that will help you understand your client's needs, identify gaps in knowledge and deliver real value to all parts of your business. Updated to meet the most recent changes in business and technology with the same comprehensive and clear approach, expert practitioner Richard Newton shows you exactly what you need to know, do and deliver to be a great management consultant. Whether you are a consultant, working with consultants or buying a consultancy, this is the only book you will need.

Management Consulting 5th edn PDF eBook Louise Wickham, Jeremy Wilcock, 2016-04-05 Management consulting remains a popular career choice but undertaking a consulting project for the first time can seem daunting for the student or new professional. This book, now in its fifth edition, aims specifically to guide students through the consultancy process, while also giving tips and techniques to the more seasoned practitioner. This is delivered from the accumulated knowledge and insight of the authors and contributors, who all have been consultants. This fifth edition has been thoroughly revised to reflect today's dynamic business environment. The impact of new digital technologies on consulting and business in general, and the use of evidence, gained through studies on consulting, are considered. It provides a careful balance between theory and practice and is ideal for anyone who is undertaking a consulting project. Key features · A comprehensive introduction to the best practice in conducting a consulting project. · Key insights into how best to tackle the challenges that arise. · Case studies from across a wide range of industries at the end of each chapter and a long case study running throughout the book. · Help in choosing and developing a career in consultancy. · Extensive references and further reading to underpin a student's knowledge. New to this edition · Further links to theories developed in other courses such as strategy and management. · In the Preface, several 'pathways' are provided for the different types of project a student may be required to undertake, taking into account their academic level and previous experience. · Throughout the chapters, the key ideas are highlighted to aid the reader in navigating the book. · New case exercises, based on real consulting projects, to put tools and techniques into practice, including a new long case study on a strategic review for a company. Louise Wickham is the Director of Wickham Consulting Services Ltd and a practising consultant specialising in strategy and marketing. She has over 30 years business experience, both within companies and as a consultant, working for a wide range of consumer-facing businesses and the not-

for-profit sector. Jeremy Wilcock is the Business Engagement Manager at the Business School, University of Hull. He has 27 years industrial experience with a major multi-national where he worked on numerous internal consultancy projects. He has lectured regularly in strategic management and business analysis at undergraduate and postgraduate level, and has supervised student consulting projects.

Management Consultancy Through an Academic and Practitioner Perspective Professor Paul a Phillips, Professor 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. Professor Paul Phillips is Professor of Strategic Management at Kent Business School, The University of Kent, UK. Dr. K.V. Subramanian is a management consultant, academician and trainer with key roles including group leader in Tata Consultancy Services, India for the government sector. Professor Victor Newman is Industrial Fellow at the University of Greenwich Business School, University of Greenwich, UK.

Readings in Management Consultancy Tariq I. Musaji, 2019-03-11 Introduction to management consultancy. This book takes the reader to learn the basics of consultancy intervention. The book is a collection of academic style papers and covers areas such as communications, project development, the role of a consultant and the various types of intervention models. Its a useful aid for business students undertaking a management course which involves consultancy. Suitable for MBA, Postgraduate and Diploma courses.

Professional Management Consulting Alan J. Blackman, 2024-04-25 At a time when consulting has increasingly come under scrutiny by governments and communities, *Professional Management Consulting: A Guide for New and Emerging Consultants* redefines “management consulting” and reinforces what it means to be a professional. With a focus on the importance of ethical practice and continuous personal development for building reputation, this easy-to-read book sets a new benchmark for aspiring consultants. Based on sound research and supported by the author’s background in leadership, management consulting practice, research, business strategy, and academia over several decades, Blackman brings together a range of tried and tested theoretical models commonly used by successful consultants. Drawing on his own experiences as

a director of the industry's peak body, the International Council of Management Consulting Institutes, he provides a clear explanation on what a management consultant is and how and why clients use consultants to help them solve complex problems and manage change. With an emphasis on the importance of building and recognising relationships as a basis for problem-solving and implementing change, this book is an essential contribution to the profession worldwide. This book is a vital resource for new and emerging professional consultants. It is suitable as an introductory text for business/commerce and engineering undergraduate students and a secondary reading for graduate students in engineering and management.

Business and Management Consulting Louise Wickham, Jeremy Wilcock, 2020

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.

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

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