

# The Management Consultant Mastering The Art Of Consultancy Financial Times Series

Designing Solutions for Your Business Problems is an essential resource for managers and consultants who help organizations resolve ambiguous problems and develop new opportunities. Taking a hands-on, practical approach, Betty Vandebosch—a leading management consultant and educator—outlines the details on how to conduct a proven process for designing solutions. Designing Solutions for Your Business Problems will teach you how to curtail investigation and generate and justify ideas without sacrificing thoroughness, creativity, persuasiveness, and fit. You will be able to capitalize on more opportunities, and your problem-solving skills will become more efficient and your solutions more compelling. This book will help you design better solutions and design them faster. Betty Vandebosch offers a variety of useful techniques such as the "scooping diagram," which provides a framework for action, and the "logic diagram," which tests the validity of a potential solution. In addition, the book contains illustrative real-life examples of the Designing Solutions approach from a variety of organizations.

Game-changing tips and tricks to nail the case interview and launch your consulting career. Management consultants Destin Whitehurst and Erin Robinson give you need-to-know techniques for polishing your poise and tightening your case interview skills. 20 Days to Ace the Case Interview preps you with the nuts and bolts of the case interview process with daily exercises, mock interviews, and industry know-how designed to help you ace your interview. Think of this book as

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your twenty-day intensive, management consulting boot camp, the perfect supplement to your arsenal of case interview lessons and material. With this guidebook, you will:

- Gain day-by-day structure: Daily case interview exercises progressively prep you
- Ask the right questions: Fundamental frameworks teach you exactly what to ask under pressure
- Learn from the pros: Review real-life stories from consulting experts
- Uncover unique strategies: Discover custom-developed case interview tips straight from the authors
- Go off script: Adapt what you've learned with our bonus case interview guides

The essential guide to developing a competent and motivated workforce. The book provides the solutions to help organisations survive an economic crisis. it is an essential tool for CEOs, managers and consultants striving to stay relevant in the midst of intense global competition. Victor Tan writes with authority drawn from over two decades of experience in management consulting and change management.

Guide for professional management consultants showing how to develop skills and attributes for client-centric consulting.

In the bestselling tradition of "Liar's Poker" comes a devastatingly accurate and darkly hilarious behind-the-scenes look at the wonderful world of management consulting.

Is your enterprise's strategy for cybersecurity just crossing its fingers and hoping nothing bad ever happens? If so...you're not alone. Getting cybersecurity right is all too often an afterthought for Fortune 500 firms, bolted on and hopefully creating a secure environment. We all know this approach doesn't work, but what should a smart enterprise do to stay safe? Today, cybersecurity is no longer just a tech issue. In reality, it never was. It's a management issue, a leadership issue, a strategy issue: It's a "must have right"...a survival issue. Business leaders and IT managers alike need a new

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paradigm to work together and succeed. After years of distinguished work as a corporate executive, board member, author, consultant, and expert witness in the field of risk management and cybersecurity, David X Martin is THE pioneering thought leader in the new field of CyRMSM. Martin has created an entirely new paradigm that approaches security as a business problem and aligns it with business needs. He is the go-to guy on this vitally important issue. In this new book, Martin shares his experience and expertise to help you navigate today's dangerous cybersecurity terrain, and take proactive steps to prepare your company—and yourself—to survive, thrive, and keep your data (and your reputation) secure.

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

Praise for Mastering the Complex Sale "Jeff Thull's process plays a key role in helping companies and their customers cross the chasm with disruptive innovations and succeed with game-changing initiatives." —Geoffrey A. Moore, author of Crossing the Chasm and Dealing with Darwin "This is the first book that lays out a solid method for selling cross-company, cross-border, even cross-culturally where you have multiple decision makers with multiple agendas. This is far more than a 'selling process'—it is a survival guide—a truly outstanding approach to bringing all the pieces of the puzzle together." —Ed Daniels, EVP, Shell Global Solutions Downstream, President, CRI/Criterion, Inc. "Mastering the Complex Sale

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brilliantly sets up value from the customer's perspective. A must-read for all those who are managing multinational business teams in a complex and highly competitive environment." —Samik Mukherjee, Vice President, Onshore Business, Technip "Customers need to know the value they will receive and how they will receive it. Thull's insights into the complex sale and how to clarify and quantify this value are remarkable—Mastering the Complex Sale will be required reading for years to come!" —Lee Tschanz, Vice President, North American Sales, Rockwell Automation "Jeff Thull is winning the war against commoditization. In his world, value trumps price and commoditization isn't a given, it's a choice. This is a proven alternative to the price-driven sale. We've spoken to his clients. This stuff really works, folks." —Dave Stein, CEO and Founder, ES Research Group, Inc. "Our business depends on delivering breakthrough thinking to our executive clients. Jeff Thull has significantly redefined sales and marketing strategies that clearly connect to our global audience. Read it, act on it, and take your results to exceptional levels." —Sven Kroneberg, President, Seminarium Internacional "Jeff's main thesis—that professional customer guidance is the key to success—rings true in every global market today. Mastering the Complex Sale is the essential read for any organization looking to transform their business for long-term, value-driven growth." —Jon T. Lindekugel, President, 3M Health Information Systems, Inc. "Jeff Thull has re-engineered the conventional sales process to create predictable and profitable growth in today's competitive marketplace. It's no longer about selling; it's about guiding quality decisions and creating collaborative value. This is one of those rare books that will make a difference." —Carol Pudnos, Executive director, Healthcare Industry, Dow Corning Corporation

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Management consultants of various kinds play an important role in the world of business, and within other types of organization. The Oxford Handbook on Management Consulting is a comprehensive overview of thinking and research on management consultancy with contributions from leading international scholars. The first section provides an account of the historical developments in management consulting research, and how current thinking has evolved from prior work. The second section focuses on disciplinary and theoretical perspectives, their diversities, areas of synergy, and parallel concerns. The following sections examine consulting as a knowledge business, consultants and management fashion, and the relationship between management consultants and their clients. The Handbook concludes with an assessment of areas of future research and debate. By bringing together a wide range of research and thinking on management consulting across different disciplines, sub-disciplines, and conceptual approaches, the Handbook provides a comprehensive understanding of both current thinking and future directions for research.

Processes don't drive projects; people do.

Successful project management is ultimately about effective communication, and more broadly, effective people management. Most books, however, deal largely with process - the mechanical,

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methodological side, and play down the human side.

The Project Manager is a fresh approach to project management: it moves beyond the formal methodologies and techniques to shed light on the core skills that will make you a great project manager. It puts the project manager centre stage and provides you with an invaluable set of experience-based lessons, tips, and advice to help you consistently deliver the results you want.

Whether you are a project manager yourself, or someone who works with or recruits project managers, this book will be essential reading.

**DISCOVER WHAT YOU NEED TO KNOW AND DO  
TO BE A GREAT PROJECT MANAGER**

A seasoned project management consultant introduces critical project management skills, tools and techniques. Includes case studies, checklists and exercises.

What does it really take to have a highly successful practice? You might think that having a thriving practice takes knowing the right way to run your practice as a business. And to run your practice as a highly profitable business, you might believe you must have precise scripts, the best business processes, and the most well-defined and highly calibrated systems. Sorry to disappoint you, none of these delivers success. Practice success goes far beyond knowing how to produce the results. Practice success isn't the result of the right information,

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prescriptions, recipes, tips, and formulas. There is another domain to master without which success will not occur. And that is what this book is about. This domain is about who you need to be as an owner, as a manager, as a leader and as a marketer. If you can't be a powerful owner, if you can't be an effective manager, if you can't be an inspirational leader, if you can't be someone who attracts patients, then whatever information you have and whatever actions you take will not be effective. In order to access this domain of who you need to be in the practice, I have written this book using the most commonly asked questions culled from my 25 years as a practice management consultant. By standing in the shoes of dentists who have asked these questions and by thoughtfully considering the responses, you will see yourself and how you are in your practice. You will see how the answers in this book teach profound lessons about yourself, which will allow you to change, resulting in you being more highly effective and powerful in your practice. Lao Tzu once said; "Mastering your enemies makes you strong. Mastering yourself makes you fearless." This book is about mastering yourself in the business of practice. This book will give you insights, revelations and a much deeper understanding of yourself as a leader, manager and owner. These insights will help you to think and act in new ways that allow you to produce much better outcomes and results. This is your path

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to mastery. Let's take these first steps together.

'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. Visit the companion



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website [www.sagepub.co.uk/baaij](http://www.sagepub.co.uk/baaij) 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

Mastering Public Relations takes a strategic management approach to exploring this complex and critical dimension of management and planning. This wide-ranging, detailed and highly readable insight into public relations includes multiple case studies and examples to provide a well-balanced interpretation of both theory and practice.

"the definitive hands-on guide to building a consulting practice that thrives by putting your client first - from one of the acknowledged masters in the field." Dr Simon Dorris, Managing Partner, Lansdowne Consulting "a really informative description of management consulting. Great for the beginner and experienced consultant alike" Helen Routledge, CEO Totem Learning "A practical guide

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that, once read, will remain in your desk drawer for regular reference. Richard cuts through the noise and gives you insights that you can actually use." Ibi Thomson, Founder & CEO, Issoria - Change Management Consulting. 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 Consultancy provides a comprehensive introduction to the consulting industry. The text uses theory as a basis for critical discussion, ensuring students understand both the theory and its limitations. The authors' engaging writing style is combined with a wealth of real-world practical examples, putting theory into context. In Case in Point: Crafting Your Consulting Career, Piekara

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distills information garnered over his years in the industry by sharing anecdotes, his own experiences, insights gained through hundred of informational interviews, and wisdom from nearly 20 consultants who have had to navigate countless critical decisions throughout their careers. This digestible, reader-friendly guide provides timeless lessons for consultants, no matter their career stage.

"The title covers an extensive range of roles providing a variety of services. This book describes those factors that make good consultants and how consultants can provide client centric consulting. It describes consulting from the viewpoint of the client, and will help consultants understand what will make them successful. The book will help in deciding on how to provide the most appropriate services and advice to clients. Rather than considering the tools and processes of individual consulting service lines, as most other consulting books do, it focuses on the general skills of successful consultants. What do they do that makes them successful, success being defined as client results, not only in terms of financial returns for the consultant. Finally, the book contains many tips from the author's and his colleagues' decades of experience in consulting"--

CLIENT, CLARIFY, CREATE, CHANGE, CONFIRM,  
CONTINUE, CLOSE = THE SEVEN SECRETS OF  
CONSULTANCY "Most change methods are effective. For the most part, each one is theoretically sound, well-researched, and clearly articulated. But when they're put in organizations, they fail-at least 70 to 80% of the time".

George Smart, Managing Partner, Strategic Development Incorporated The definition of a consultant is someone who facilitates organisational change and provides expertise on technical, functional and business topics during development or implementation. In other words a consultant is someone who helps others to change. However, change isn't such an

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easy target to achieve. Research shows that the vast majority of change programmes fail. On a daily basis we hear about projects that are delayed, cancelled, over budget or boycotted by the end user. The problem is that we can never force people to change - remember the backlash against Jamie Oliver's healthy school meals campaign where parents handed junk food to their children through school fences. The key to successful change is to engage with the end user and help them want to change. The Seven Cs of Consulting offers a consistent and collaborative language that helps both consultant and client deliver value through sustainable change. Based around the author's highly successful 7Cs model (Client, Clarify, Create, Change, Confirm, Continue, Close) this approach is simple and accessible but firmly grounded in research and real life experience. The 7Cs approach opens up the complexity of sustainable change to the consultant and client and helps them explore- and then avoid - the real issues that cause change to fail within a more professional and trusting relationship.

The Case Interview Workbook contains 60 case questions for management consulting interviews, with complete solutions. Every case is compiled and edited by a team of ex-consultants from McKinsey & Company, the Boston Consulting Group, and Bain & Company. This book fills the gap left by others by providing you with plenty of high-quality cases to practice on before your interview. Many cases are from actual interviews at the top-tier firms and cannot be found elsewhere. After working through this book, you will be prepared for every type of case question you may encounter: market sizing, estimation, operations, industry analysis, pricing, growth strategy, marketing, investment, M&A, market entry, customer segmentation, profitability, valuation, logic, issue identification, cost analysis, market expansion, and brainteasers, to name a few. These cases will help you

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prepare for interviews at leading management consulting firms, including McKinsey & Company, The Boston Consulting Group, Bain & Company, Oliver Wyman, Strategy& (formerly Booz & Company), A.T. Kearney, Roland Berger, and L.E.K, as well as for consulting roles at large firms such as Accenture, Deloitte, PwC, EY, and KPMG. Note that is a workbook, designed to complement other preparation books. You will have a hard time solving these cases without learning first elsewhere how to do so, e.g. which frameworks to use, how to use them, and how to structure a solution.

In 40 years as a manager, entrepreneur, and organization performance coach, Ed Eppley has honed a skill for spotting and improving problematic management. *Let's Be Clear: 6 Disciplines of Focused Management* Pros synthesizes the system for professional management and organizational health that he teaches in the Aileron Course for Presidents(R) and that guides his work with clients of The Eppley Group and The Table Group, a Patrick Lencioni Company. *Let's Be Clear* is for the CEO, business owner, or manager who wants to learn and practice a sustainable, straightforward approach to achieving excellent results in business management.

Do you have less than 1.5 hours to understand the principles and best practices of developing a private equity investment strategy? Do you want to make informed decisions as a leader? This quick guide is for leaders who are pressed for time and need to know the contours of the right approach to make informed decisions, ask the right questions, understand how to analyze the problem and how to provide guidance and input to their teams. We lay out the business case to encourage target companies to agree to the deal and lead indicators for when a potential target acquisition should be approached. The investment thesis is a guide serving four stakeholders. First, it describes the thinking of the principals

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who are proposing the investment strategy. In other words, why do they believe this investment strategy will work, and how it will work. Second, it is used within the private equity firm to question the strategy. The more unique the strategy, relative to what competitors are pursuing, the more discussions are needed. Third, it becomes the critical document to raise investment funding and help investors understand the risk tolerance and risk appetite of the fund, as well as their potential exit timelines. Fourth, it is also often used to educate and encourage potential acquisition targets to agree to the deal. Over the past 10 years on StrategyTraining.com and FIRMSconsulting.com, you have seen us help numerous clients solve complex business problems: developing a big data strategy, a corporate strategy, a digital & IT strategy, a pandemic & disaster strategy, a luxury brands strategy, a turnaround & transformation strategy, and more—all based on the combined best practices of the author and the ex-McKinsey, BCG et al., partners who produce all the strategy training programs on StrategyTraining.com. Our quick guides distill the steps, actions, processes and considerations that go into developing a unique investment thesis to drive a private equity strategy. You will understand the logic behind the investment thesis, potential pitfalls and how we use it to filter potential acquisitions. You will understand the output that comes from all the hypotheses, decision trees, and prioritizing tools we teach across all our programs, summarizing the best practices from ex-McKinsey, BCG et al. partners to help you solve mankind's most pressing problems. While we can't guarantee the results for each reader, those who have read our books and members who use our online training programs on StrategyTraining.com/apps and SLIDES report: Greater recognition More leadership roles Greater contribution Quicker onboarding Deeper understanding of the

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issues Strategy perspective of the issues Deeper insights Rapid promotions Sense of purpose Clarity of thought If you find this quick guide helpful, you may also benefit from The Private Equity Strategy Journal. The Private Equity Strategy Journal and The Private Equity Strategy Quick Guide are complementary. They both contain useful and different information to explain the problem. The quick guide is for leaders who want to understand the problem to guide their teams. The Journal is for those who want to do the work to solve the problem.

Know the answers that get you hired, get a job in less time and for more money.

In this practical book, management consultant LeRoy Thompson, Jr., shows how to understand the five "life cycle" changes of organizations and manage each one most effectively. You can use his ideas as a general approach to change or to enhance specific initiatives such as TQM, teamwork, and employee empowerment. You'll get illuminating insights into how dozens of organizations are managing change well, including Armor All Products, Compaq, McDonald's, Saturn, and nonprofits such as Girl Scouts of America and the Charlottesville (Va.) Public School system. Here's a quick look at the five stages and the related issues this book will help you address: 1. The Emerging Stage. Is your organization developing resources for growth? Do you have a clear focus and direction for the future? 2. The Expanding Stage. Has your primary goal shifted to return on investment? Are you developing the effective processes and systems needed for growth? 3. The Maturity Stage. Are your key products and services in place? Have you established market position? Are you attracting and holding customers? 4. The Entrenched Stage. Are you innovating? If not, are you stagnating? How can you find new opportunities for creativity? 5. The Complex Stage. What role does

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diversification play in your growth plans? How can you encourage yourself and your employees to challenge the historic assumptions that may be holding you back? At each stage Thompson helps you develop the skills of a change leader, even if you're not part of top management. He also shows you how to size up your organization's culture and tailor your strategies to fit - because your efforts are doomed if they don't! Best of all, you can put these strategies into operation almost immediately. Without minimizing the complexity of change management issues, Thompson helps you analyze your situation quickly and get right to the business at hand.

"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.

Clearly structured in 36 short sections, this practical book provides rapid, accessible advice on all the essential management challenges. Focusing on the manager's key role - managing teams to get things done, this book looks at the essential parts of management from unusual perspectives and different angles. Structured with the busy manager in mind, you can dip into any section of the book and read it as an individual piece of advice or read it end-to-end to gain an



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overall picture of management.

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Today's corporate deal makers face a conundrum: Though 70% of major acquisitions fail, it's nearly impossible to build a world-class company without doing deals. In Mastering the

Merger, David Harding and Sam Rovit argue that a laserlike focus on just four key imperatives--before executives finalize the deal--can dramatically improve the odds of M&A success. Based on more than 30 years of in-the-trenches work on thousands of deals across a range of industries--and supplemented by extensive Bain & Co. research--Harding and Rovit reveal that the best M&A performers channel their efforts into (1) targeting deals that advance the core business; (2) determining which deals to close and when to walk away; (3) identifying where to integrate--and where not to; and (4) developing contingency plans for when deals inevitably stray. Top deal makers also favor a succession of smaller deals over complex "megamergers"--and essentially institutionalize a success formula over time. Helping executives zero in on what matters most in the complex world of M&A, Mastering the Merger offers a blueprint for the decisions and strategies that will beat the odds.

The book is aimed at students taking dedicated management consulting modules and work placement programmes at undergraduate and postgraduate level. It is well suited to students of business as well as scientific and creative disciplines who undertake a work-based project during the course of their academic study.

In The World's Newest Profession Christopher McKenna offers a history of management consulting in the twentieth century. Although management consulting may not yet be a recognized profession, the leading consulting firms have been advising and reshaping the largest organizations in the

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world since the 1920s. This groundbreaking study details how the elite consulting firms, including McKinsey & Company and Booz Allen & Hamilton, expanded after US regulatory changes during the 1930s, how they changed giant corporations, nonprofits, and the state during the 1950s, and why consultants became so influential in the global economy after 1960. As they grew in number, consultants would introduce organizations to 'corporate culture' and 'decentralization' but they faced vilification for their role in the Enron crisis and for legitimating corporate blunders. Through detailed case studies based on unprecedented access to internal files and personal interviews, *The World's Newest Profession* explores how management consultants came to be so influential within our culture and explains exactly what consultants really do in the global economy.

*The New Principles of Growth and Success* Do you want to grow your business? In the past, have you struggled to realize the desired outcomes of your strategy? Do you feel that you're making all the right business moves but are still coming up short? In *Outsizing*, author Steve Coughran assembles decades of research, hundreds of interviews, and multi-industry consulting experience to identify the strategic factors that dictate the difference between exorbitant success and bankruptcy. This helpful guidebook walks you through crafting and implementing proven strategies to outgrow your limitations to achieve extraordinary results. *Outsizing* uniquely combines the principles of strategy, innovation, and finance into a comprehensive framework for generating value. Each chapter contains timely examples and proprietary insights to illustrate how businesses can form inimitable strategies that deliver value to the customer and capture value for the organization. The information is pertinent to any organization seeking to strengthen its culture, leverage advantages, focus on the essential, provide outstanding experiences to

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customers, and maximize financial returns. Outsizing will empower you to design strategies out of lessons learned as well as internal and external changes to build a foundation for enduring success.

Management Consulting: A Guide for Students bridges the gap between the latest academic research and practical skills to provide a comprehensive new introduction to modern consulting. David Biggs' important new textbook walks students through the key dimensions of management consulting from the contexts, through the processes, and into skills and implementation using a wide range of examples to provide a refreshing and modern guide for students. Every chapter deploys a consistent pedagogical framework including clear learning objectives that correspond with the latest standard course outlines, mini case studies, and industry snapshots. Full-length case studies appear at the end of every chapter, either prepared specifically for the text by international academics and consultants or supplied from premium vendors such as Harvard Business Review. A full set of online supporting resources for students and lectures make this the complete resource for management consulting courses at all levels.

Want to try something different and have more fun? And start getting paid what you deserve? Becoming a professional consultant allows you to leverage your expertise, be your own boss, and make a great income. But you need to know what to do and how to do it if you want to be successful from day one. Adrian Partridge walks you through how to pursue a career as a consultant, sharing the secrets he's learned since venturing out on his own more than twenty-five years ago. Learn how to: set up a

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consulting business; get the projects you want at the rates you deserve; avoid pitfalls that trip up many consultants; work on your own terms while having fun. Filled with examples of what has worked and what hasn't worked for consultants, this guide highlights how you can work for yourself, be your own boss, sell your services, and take control of your destiny. Consulting is like any other business: There are simple steps you can take to improve your chances of success. Find out what they are with *Consulting Made Easy*.

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](http://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;

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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.

Introducing readers to the art, the practice and the problems that consultants face, this book sheds light on the complex roles that consulting firms play in enhancing the effectiveness of their clients.

Transform your entire organization, not just a part of it. Take a modern look now that the world is focusing on business agility rather than thinking about team-level or even scaled Agile. Many people and businesses believe that “doing Agile” will solve all their business and organizational problems. The truth is that “doing Agile”, especially team-level agility, is not the same as being an agile organization. Authors Doug Dockery and Laureen Knudsen share their years of experience in transforming corporations and organizations to

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successfully compete and win in today's fast-paced markets. Using proven techniques and stories of actual experiences in a multitude of organizations, Doug and Laureen relate what it takes to successfully transform your organization, as well as how to tell if your transformation is working. Modern Business Management details what you need to know to transform your business to deliver value and thrive. Coverage includes: What Agile means to an executive and the benefits you should be seeing The top failure modes and why so many transformations fail A framework for success, including an operational framework and a transformation framework How big data internal to a company is needed to successfully run a world-wide corporation today The definition of a modern business and what it looks like What You'll learn Understand why businesses are not getting the benefits out of their current Agile transformation Follow the process that organizations need to go through to succeed See how C-level executives can benefit from Agile practices Know how to succeed where others are failing Discover how to keep up with a constantly disrupted and ever-changing market Who This Book Is For Management and executives in corporations from the director level to the C-level

Widely recognized as a key reference work on the practice of consulting, this guide offers an extensive introduction to professional consulting, its nature,

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methods, organizational principles, behavioral rules, and training and development practices. Today's information- and knowledge-based economy is constantly creating new opportunities and challenges for consultants. This new edition of Management Consulting actively reflects and confronts these developments and changes. New topics covered in this edition include: e-business consulting consulting in knowledge management total quality management corporate governance social role and responsibility of business company transformation and renewal public administration This book serves as a useful and inspiring tool for individuals and organizations wishing to improve their consulting activities. Praise for the previous edition: "A wealth of information about the nature and purpose of management consulting, consulting in various areas and the management of a consulting firm. It should help practitioners, entrants to the profession and business people wishing to use consultants more effectively."--Financial Times

Offering detailed advice on how to ace the case interview, this guide outlines the key interview principles, provides practical tips on writing a resume and carrying out the personal experience interview, and identifies strategies for mastering the case analysis.

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