

# MANAGEMENT CONSULTING

Delivering an Effective Project

Louise Wickham  
Jeremy Wilcock

5TH EDITION



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# Management Consulting Delivering An Effective

**Philip A. Wickham, Louise Wickham**



## **Management Consulting Delivering An Effective:**

Business and Management Consulting Louise Wickham, Jeremy Wilcock, 2020-03-09 Gain consulting insights into business decision making in today's environment Business and Management Consulting 6th Edition by Wickham and Wilcock first published as Management Consulting over 20 years ago to guide students through the consultancy process This edition renamed Business and Management Consulting reflects the way in which the consulting world has changed over the past two decades new digital technologies have made information more accessible and changed the way businesses have to operate so management consultants need to have a wider view of their client company Management consulting remains a popular career choice but undertaking a consulting project for the first time can seem daunting for a student or new professional This book continues to offer a practical guide to balancing theory and practice while also giving tips and techniques to the more seasoned practitioner so is ideal for anyone who is undertaking a consulting project This is delivered from the accumulated knowledge and insight of the authors and contributors who all have been consultants The 6th Edition has been revised to reflect how new technologies for communication and information gathering have changed the way in which consultants operate It also includes more insights into how businesses take decisions that impact consulting projects in today's faster paced more volatile environment 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 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 to this edition More information on how to sell a consulting project Further detail on ways to manage the project tasks with specific tools Specific tools for analysis of digital communications such as websites and social media Techniques for minimising the risks the consultant may face New case exercises based on real consulting projects to put tools and techniques into practice Louise Wickham has over 35 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 Lecturer in International Marketing at the 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 subjects including strategic management and business analysis at undergraduate and postgraduate level and has supervised student consulting projects Pearson the world's learning company Management Consulting Philip A. Wickham, Louise Wickham, 2008 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      **Management Consulting** Louise Wickham,Jeremy Wilcock,2016  
Management Consulting provides an introduction to the theory and practice of consultancy and considers both the consulting process and industry The book is aimed at students taking dedicated management consulting modules and work placement programmes at undergraduate and postgraduate level      *Management Consulting* Philip A. Wickham,2004  
*Valuepack:Management Consulting:Delivering an Effective Project/the Seven Cs of Consulting* Philip A. Wickham,Louise Wickham,Mick Cope,2008-03-03 This Value Pack consists of Management Consulting Delivering an Effective Project 3 e by Wickham Wickham ISBN 9780273711841 The Seven C s of Consulting The Definitive Guide to the Consulting Process 2 e by Cope ISBN 9780273663331      **Outlines and Highlights for Management Consulting** Cram101 Textbook Reviews,2010-12 Never HIGHLIGHT a Book Again Virtually all of the testable terms concepts persons places and events from the textbook are included Cram101 Just the FACTS101 studyguides give all of the outlines highlights notes and quizzes for your textbook with optional online comprehensive practice tests Only Cram101 is Textbook Specific Accompanys 9780273711841      **Management Consulting Today and Tomorrow** Flemming Poulfelt,Thomas H. Olson,2017-09-01 This new edition gathers more than 22 experts to outline the theory behind consulting providing insight into change processes and management issues in the field The business of consulting has grown faster than most other businesses due not only to increased demand by clients but also to the innovative capabilities of numerous consulting firms as they develop new services Divided into six parts the book introduces readers to the consulting industry addressing the major practice areas contexts and implementations of the field Significant updates detail the effect of the economic troubles between 2004 and 2010 and then 2010 and now analyze the market response to consulting in recent years and provide a more thorough understanding of how consulting is applied in the different areas of a business such as operations marketing and finance Introductions written by the editors offer further insight into the themes and learning goals of each section helping readers to recognize the elements of a successful consultation and utilize their new skill set The text concludes with a look at the future of consulting with regards to ethics standards and how strong manager client relationships contribute to financial growth Readers will also learn how the developing field of entrepreneurship creates new economic structures and job opportunities Practitioners consultants clients faculty and students of business and management will learn not only how to consult but also gain the skills needed to adapt to and lead organizational change giving them a competitive edge when they enter the field  
Management Consulting CMC Canada,2025-12-18 This second edition of Management Consulting provides a comprehensive update to the Common Body of Knowledge establishing the core standards of the management consulting profession in Canada Drawing on the insights and expertise of a seasoned team of practitioners the text presents the essential methodologies tools and techniques that define the practice Clear accessible and highly practical this guide is an invaluable resource for management consultants business leaders entrepreneurs and executives seeking a shared foundation

in the principles of professional consulting      *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

**Torkildsen's Sport and Leisure Management** Rob Wilson, Chris Platts, Daniel Plumley, 2022-11-01 For nearly 40 years Torkildsen's Sport and Leisure Management has been the most comprehensive and engaging introduction to sport and leisure management available to students at all levels Now in its seventh edition it is still the only textbook that covers all the key topics taught within contemporary sport and leisure management courses This new edition includes expanded coverage of the practical managerial skills that students must develop if aiming for a career in the sport and leisure industry from planning and managing people to marketing entrepreneurship and the law It includes four completely new chapters on the global sport and leisure economy historical development cross sector collaboration and management consultancy reflecting important developments in contemporary sport and leisure This edition retains the hallmark strengths of previous editions including in depth discussion of the social and cultural context of sport and leisure full analysis of the public private and voluntary sectors and a review of key products and services Richly illustrated throughout with up to date evidence data case studies and international examples each chapter also contains a range of useful pedagogical features such as discussion questions practical tasks and structured guides to further reading and resources This is an important resource for students working in fields such as sport management sport business sport development leisure management and events management Dedicated online resources offer additional teaching and learning material for students and lecturers      [Delivering Successful PMOs](#) Peter Taylor, Ray Mead, 2016-03-09 Delivering Successful PMOs is intended to be the companion book to Leading Successful PMOs Peter Taylor which was a guide to all project based organisations providing a common language to describe the variety of possible PMOs explaining how to do the right things in the right way in the right order with the right

team and identifying what made a good PMO leader Delivering Successful PMOs takes this to the next level and provides a clear framework to conceive design build prove and embody an enterprise PMO inside an organisation dealing with the strategic intentions the politics the people and the projects The book draws on the rare experience that Ray Mead through his organisation p3m global www p3m global had in building an enterprise PMO for a major organisation based in the Middle East from the ground up a greenfield enterprise PMO Through this process he and his team have developed an invaluable methodology that is shared through this book alongside a real case study this is not theory this is not perfect world modelling this is proven through practice and live application Peter and Ray extend the guidelines from the first book and weave them in to the process of delivering a PMO that works for an organisation and delivers success measured by improved project health greater returns on investment a better project management community closer connection to business strategy and a more mature project organisation

**Delivering Successful IT-enabled Business Change** Great Britain: National Audit Office,2006-11-17 This is a companion volume to the main NAO report HCP 33 I session 2006 07 ISBN 0102942323 and it contains details of 24 case studies which form the basis of the NAOs analysis of factors that contribute to successful delivery of IT enabled programmes and projects which have achieved tangible benefits for citizens and taxpayers Drawn from the public and private sectors in the UK and overseas these case studies include i the Department for Work and Pensions Payment Modernisation Programme which cost 824 million and has transformed the payment of benefits and pensions through direct bank payments ii the Oyster electronic smartcard introduced by Transport for London in 2003 and a capital cost of 40 million and iii from the private sector the UK trade associations chip and PIN programme at a cost of 1 1 billion

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

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**The British National Bibliography** Arthur James Wells, 2009 Designing and Delivering Cost-effective Training--and Measuring the Results Ron Zemke, Linda Standke, Philip Jones, 1981 Articles on human resources development and pedagogics of vocational training in USA covers planning of training determination of training needs and training objectives selection of teaching and training material teaching methods computer assisted instruction psychological aspects of the teaching learning process training of trainers training behaviour training management evaluation etc Diagrams illustrations references tables

**People Management**, 2003 **Consultants & Consulting Organizations Directory** Cengage Gale, 2009-05-12 **Co-operatives: 'from Controls to a Regulatory Framework', Policies for the SAARC Region** Sanjeev Chopra, 1999 Papers presented at the Second SAARC Consultation on Co operative Policy 6 8 October 1998 held at Mussoorie India Annual Report Business Development Bank of Canada, 1999

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