

MANAGEMENT CONSULTING

A GUIDE TO THE PROFESSION

Fourth edition

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INTERNATIONAL LABOUR OFFICE GENEVA

Management Consulting A Guide To The Profession

Matthias Kipping, Timothy Clark



Management Consulting A Guide To The Profession:

Management Consulting International Labour Office, 2002 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 and public administration *Management Consulting* Milan Kubr, 1996 Widely recognized as a key reference work on the practice of consulting this guide offers an extensive introduction to professional consulting its nature methods organizational principles behavioral rules and training and development practices **MANAGEMENT CONSULTING**, 1978 **Management Consulting** Milan Kubr, 1976

Management Consulting, 2013 Management Consulting - a Guide to the Profession International Labour Office, 1986

The International Guide to Management Consultancy Barry Curnow, Jonathan Reuvid, 2003 A handbook for corporate purchasers of management consultancy services this unique and highly authoritative guide provides a description of the profession worldwide and advice on how to choose and use its services effectively Management Consulting Sugata Biswas, Daryl Twitchell, 1998-12-28 The first complete resource for graduating students and professionals seeking a position in management consulting Consulting is all about client results If you want to help change the strategic destiny of organizations pursue a high impact career and ensure continuous learning then Management Consulting is a must read to help you identify the firm that best suits you Thomas J Tierney Worldwide Managing Director Bain Company This is the most comprehensive overview of the consulting industry to date It is chock full of useful information for students and professionals considering consulting as a career Robert F Bonner Associate Director Career Development Placement The Wharton School Graduate Division This book is an excellent starting point for anyone contemplating a career in management consulting My professional advice to you Read this book Wayne Cooper Publisher Consultants News President CEO Kennedy Information Management consulting is one of the most popular career choices for today s graduating students and career changing professionals The industry is growing fast with many more organizations in need of consulting services than ever before and an overwhelming number of candidates seeking consulting positions Each year tens of thousands compete for the offers that ultimately only a few thousand will receive Facing such intense competition applicants for these positions need all the help they can get to be competitive with their peers Management Consulting is the first consolidated resource containing need to know information on every step of the management consulting job search Seasoned consultants Sugata Biswas and Daryl Twitchell who have worked with a wide range of industry leaders candidates and recruiters have written a book that encompasses a full range of perspectives They cover each step of the job search process in detail providing valuable insider information on the profession as well as tools and techniques to help you stand apart from the competition and land a job offer The book opens with an objective candid picture of the industry its players and its evolution The authors look at the origins and development of consulting as they explain who management consultants are what they do and where the best

opportunities can be found Essays by leading consultants strategic planners and academics provide perspectives on emerging trends and the future of consulting You ll learn what it s like to be a practicing management consultant from the professional development opportunities to the day to day balancing of work and private life The authors walk you through the steps of a typical consulting project from the initial definition of the problem to the final presentation of recommendations They outline what will be expected of you the typical work hours involved and the many benefits and drawbacks of this demanding career A vital section of the book is the step by step method for successfully navigating the infamous case interview often the make or break point as firms try to select the top candidates from the masses All it takes is one abstract or technical question How much does a Boeing 747 jumbo jet weigh to knock you out of the running The authors will teach you how to be properly prepared for these interviews as you work your way to an offer and how to negotiate for the most attractive package In addition the authors provide three unique appendices that are critical to a successful consulting job search Appendix I fifteen of the most common case frameworks useful to draw upon when answering case questions Appendix II 100 case questions and ten sample answers for interview practice Appendix III a directory of fifty consulting firms including primary practice areas and recruiting contacts By giving you a firm grasp of the industry and the skills you need to master the interviews **Management Consulting** is an invaluable investment for your future in this exciting and rewarding profession

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

The Harvard Business School Guide to Careers in Management Consulting Maggie Lu,2001 The 2002 edition of The Harvard Business School Guide to Careers in Management Consulting provides invaluable job search advice for the prospective management consultant Harvard Business School graduates students and faculty reveal firsthand insights into the industry describe what a consultant s work is really like outline current industry trends and offer guidelines for approaching the case study interview Also included are profiles of well known consulting firms a mailing list of recruiting contacts and a selective bibliography of relevant books and directories compiled by the Harvard Business School Career Resources librarian

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

Study Guide for Professional Practices in Management Consulting Association of Consulting Management Engineers (U.S.),1960 Study guide to accompany the textbook professional practices in management consulting item no 67099 intended for management consultants in the USA comprises questions with multiple choice answers

Management Consulting ,1986 **The Harvard Business School Guide to Careers in Management Consulting** Harvard Business School,2000 Guide includes profiles of some 60 well known consulting firms a mailing list of recruiting contacts a selected bibliography of books and directories and a list of job posting websites *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 Consulting for Rookies Maurice Ekpong,2024-08-02 In this concise book described by doyennes of management consulting in Europe and Africa as a masterpiece Maurice Ekpong takes aspiring consultants through a riveting journey using storytelling and practical examples The language is youthful the cases are compelling and the chapter titles are sometimes provocative like you don t have to know everything to find the answer or eat your own shit These striking chapter titles nevertheless encapsulate the wisdom of a leading multidisciplinary consultant from Africa The author also provides some templates in chapter 10 as a guide for the aspiring management consultant Francoise Cros a University Professor with the National Conservatory of Arts and Crafts in Paris France highly recommends this book as a bible for any person looking to engage in the profession of management consultancy

Consulting Robert E. Kelley,1981-01-01 *The Quarterly Journal of Administration* ,1980-10 A Body of Knowledge for the Accreditation of Management Consultants Institute of Management Consultants (New York, N.Y.),1979

Professional Management Consulting Alan J. Blackman,2024 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 Institute 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 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

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