Modelling Management Consulting in India: Towards Management Consulting Theory

(Full Paper)

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ABSTRACT

This point-in-time, management consulting firm (MCF), empirical, global literature-supported quantitative study, engages a small but acceptable dataset. It builds a significant MCF-to-client-firm sustainable business positioning model to assist the client-firm (CF). The model's total effects highlight where MCF-to-CF improvements can likely produce greatest impact pathways onto CF outcomes. A new Management-Consulting-Theory is presented. Management Consulting Theory enlists current MCF competencies, and uses these to help create a collaborative suite of optimizable MCF-to-CF values and competitive intelligences capabilities. When suitably focused, this engaged system of MCF competencies, and its CF-absorbed MCF-to-CF capabilities enhancements, can jointly influence the enhancement of a CF sustainable business positioning ideally one that remains adaptive, and also promotes an ongoing CF sustainable (competitive) business positioning.

Keywords: Management consulting theory, business competitiveness, knowledge management, structural path model, innovation and intelligence, digital transformation, sustainable business positioning.

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INTRODUCTION

Management Consulting Firms (MCFs)

MCFs engage management consultants (MCs) to strategically transfer their relevant "MCF expert" advice through to the client firm (CF). MCFs and their MCs through to exceed new CF values deliverance processes provide business outcomes solutions (Breidbach & Maglio, 2016). The MCF-to-CF transfer aims to create a new competitive business positioning (Whittington, 2066; Srinivasan, 2014; McMakin & Fletcher, 2018) that can then meet ongoing global challenges (Jensen et al., 2010; Srinivasan, 2014; Noe et al., 2017).

This active MCF-to-CF engagement boundary also varies according to a CF's deliverance expertise, its formal project responsibilities, and its personal reputation, along with the stage-reached within the specific MCF-to-CF consultancy (Stardy & Wright, (2011). Thus, the sole of MCFs and their MCs remains complex, engaging, theoretically-framed, and CF relationship intensive.

Research Agenda

MCFs and CFs continually migrate business models and the embedded applications towards consumer-demanding solutions (Chm. 2017). Hence, they pursue an enhanced sustainable competitive business positioning (Jednok & Kragal), 2015; Stefanikova, et al., 2015; Dyllick & Muff, 2016; Cavaleri & Shabara, 2018). Hence, this study's research question asks: "Can MCF-to-CF transference processes assist in delivering a sustainable (competitive) business positioning for the CF?"

MCF DELIVERANCE FRAMEWORK

MCF-To-CF Pathway

MCs aim to enable and/or to add competitive intelligences and values capabilities to the CF's current business operations and its net competitiveness CF (Payne & Calan, 2002). Here, they engage strategies (managerial/canatomization slidls-sets, knowledge, innovation, intellectual capital) selected to enhance the CF's operational capabilities and its ongoing business position (Banadon-Jones et al., 2016). Lun et al., (2016) shows as values, and CF effectiveness improve so does consumer loyalty, and ongoing sustainable business outcomes (Sánchez & Mitchell, 2017). The CFs with incentive to learn from external sources (such as a MCF) also arises under specific competitive knowledge learning conditions (Gazzola et al., 2011), and this can further promote a sustainable (competitive) business positioning (Sinchez & Mitchell, 2017). Figure 1 shows the whitenal pathway from MCF competencies, to MCF-to-CF capabilities, through to CF sustainable (competitive) business positioning.

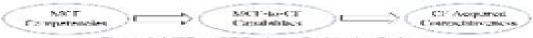


Figure 1. MCF-to-CF Business Positioning Pathway

Management Association, Information Resources

Management Consulting Stephen J. Porth, Michael Saltis, 1999-04-30 This book is written and designed with two distinct but in many ways related audiences in mind First and foremost it is written for the practicing consultant Research and specialized knowledge of small business consulting are scarce at a time when both the size and economic impact of the small business sector is growing and the demand for consulting services flourishes This book is designed to help consultants understand the needs of small businesses and to succeed in their small business interventions Practical experience based strategies and tools are described for use in the field In addition we have written the book for those who want to learn more about management consulting especially students This book may be used as a resource in management consulting project management and other experiential business courses These types of courses where students manage a project and interact with a live organization client are part of a growth market on college campuses as more business schools respond to the call to make their curricula real and practical Management Consulting Projects Ronald Cook, Michael Harris, Dennis Barber III,2021-08-23 This textbook provides students with an easy to use proven roadmap for completing a successful consulting project from start to finish Primarily designed for students who work as outside consultants on solving client problems and investigating potential opportunities the textbook's structure first explains the consulting process to students and then depicts it in a chronological flow using real life examples to demonstrate practical application Each section builds upon the previous one focusing on the development of critical thinking problem solving and communication skills for employability Now in its sixth edition this text has been fully revised to bring it up to date with the current business context and global environment including A major expansion of the tools and resources needed for students to conduct research on a client s situation A new final chapter that ties the overarching consulting process together and focuses on how the student should use this experience for their own professional development New examples of award winning projects to provide practical guidance Fresh material on the use of new technologies in the consulting process ethics and data management and remote working This well renowned model promotes a conceptual understanding of the consulting process and the interactions between and among students the team the client and the instructor Management Consulting Projects should be essential reading for experiential Business Consulting modules Small Business Management and Strategic Management at Small Business Sourcebook ,2004 postgraduate and MBA level Business, Religion, & Spirituality Oliver F. Williams, 2003 Spirituality seems to be a basic human good essential for human flourishing This work raises questions about spirituality in the workplace What are the moral questions that should guide leaders Is spirituality being treated as simply an instrumental good valued for its usefulness in enhancing productivity and well being What are the responsibilities of business leaders Of business schools and their faculty This work reflects on these and other pertinent questions E-Commerce Adoption and Small Business in the Global Marketplace: Tools for Optimization Thomas, Brychan, Simmons, Geoff, 2010-01-31

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