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Management Consultancy The Inside Story

Duff McDonald



Management Consultancy The Inside Story:

Management Consultancy Clive Rassam, David Oates, 1991 Management consultants have become a very influential part of today's business culture Giving advice on issues such as defending markets against the Japanese moving into Eastern Europe and building global business Many consultancies receive very large payments for this type of work and some have questioned whether in fact they perform correspondingly valuable services or are merely the beneficiaries of the latest commercial fad

Management Consultancy Joe O'Mahoney, 2010-02-11 Providing a balance between critical analysis and practical skills Management Consultancy provides insights into industry trends client engagements and consultancy careers to ensure you have all the information and guidance you require to become a successful management consultant Book Jacket

Management Consultancy Andrew Sturdy, 2009-03-26 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

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 **Management Consultancy** F. Czerniawska,2016-01-13

This book is a substantial re write of the author s earlier book on management consultancy that has established itself as a leading book on this topic This re write focuses upon the analysis of the impact of e business on the consulting industry as well as examining the changing structure of the industry and emerging segmentation It also includes recent material on the efforts of consulting firms to manage knowledge more effectively and includes new and more examples and interviews

Management Consultancy in the 21st Century Fiona Czerniawska,1999-02-08 Management consultancy is one of the fastest growing markets in the world today with the worldwide fees estimated to total more than 60bn This pace of growth looks set to continue but the future holds significant challenges This book assesses the key opportunities and risks facing the consulting industry over the next twenty years such as the changing client consultant relationship with clients demanding more tangible benefits in a shorter time access to new international capital will determine the survival of consulting firms more complex relationships between consulting firms with new alliances between traditional rivals in order to address new markets a more blurred boundary between the roles of clients and consultants The author is a management consultant of long standing experience and she quotes from interviews with leading partners from some of the world s most influential firms including Andersen Consulting PricewaterhouseCoopers KPMG Deloitte Touche and the Boston Consulting Group This will be essential reading for anyone already working as a consultant or considering doing so and for people who buy or work with consultants *The Oxford Handbook of Public Management* Ewan Ferlie,Laurence E. Lynn,Christopher Pollitt,2005

Brings together international scholars to comment on key issues in Public Management The chapters in this book include overviews exploration of particular thematic areas and analyses of different theoretical perspectives such as political science management sociology and economics It is aimed at advanced students researchers and others **Management**

Consulting Matthias Kipping,Lars Engwall,2002-06-20 This volume makes an important contribution to the growing literature on management consulting It brings together international contributors from a wide variety of backgrounds and draws on recent empirical research from a diverse range of countries consultancy firms and client companies The analysis focuses on three key areas The first part of the book looks at the emergence and development of the consulting industry in different countries and time periods The interplay between national systemic context and outside influences is stressed and

the efforts of consultants to become recognized as legitimate knowledge carriers by their clients is highlighted in competition and sometimes cooperation with other suppliers of management knowledge notably academia The volume goes on to consider the generation management and validation of consulting knowledge by consultancy organizations and management gurus showing how these activities are influenced not only by the consultancies own characteristics in terms of size structure and national origin but also by the national and cultural context in which they are operating and by the role of gatekeepers such as book publishers or journalists The third part of the book focuses on the nature and dynamics of the consultancy client relationship focusing especially on the ways in which consultants convince managers of the need to hire outside advisors on the reaction of those concerned in the client organization towards the consultants recommendations and on the methods used by the consultants to overcome the possible reluctance and resistance from within the organization From a more theoretical point of view the chapters in this volume also show that research on management consulting has to take into account different levels of analysis the consulting industry as a whole and its position relative to other knowledge providers such as academia the specific consultancy organization and its relationships with internal and external sources of knowledge and the particular consultancy project and notably the interplay between the consultants and the various stakeholders within and outside the client organization

The Emotional Organization Stephen Fineman,2009-02-09 This landmark collection is exclusively devoted to demonstrating mapping what is understood today about the power and structural effects of emotion and identity in organizations Essays at the leading edge of research reveal the influence of workplace cultures power and institutional expectations while also exploring the negative impacts of emotion management in the workplace Brings together an international group of cutting edge researchers to write critically about emotion in different organizational and cultural settings Includes research on policy change management and professional practice Exposes the influence of workplace cultures power and institutional expectations on emotion Reveals the darker and oppressive features of emotion management in organizations Applies recent critical organizational theory to emotion

Management Consultancy and the British State Antonio E. Weiss,2018-10-26 This book traces the emergence and development of the relationship between management consultancies and the British state It seeks to answer three questions why were management consultants brought into the machinery of the state how has state power been impacted by bringing profit seeking actors into the machinery of the state and how has the nature of management consultancy changed over time The book demonstrates the role consultants played in major developments in the postwar period Specific case studies interrogate how consultancies influenced the policy fields of health service reform and social security benefits This book will redefine debates amongst business historians and historians of the postwar British state about the nature of management consultancy and public sector reform

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 Organization of the Expert Society** Andreas werr, Staffan Furusten, 2016-12-01 It is often claimed that we live in an expert society a society where more and more individuals take expert roles in increasingly narrow fields In contrast to more traditional experts most of these new experts lack generally accepted mechanisms for the certification and legitimation of their expertise This book focuses on these new as well as established experts and the efforts undertaken to secure and legitimate their expertise We view these efforts as organizing attempts and study them on four different levels the society the market the organization and the individual Based on empirical studies on these four levels of analysis The Organization of the Expert Society makes the argument that current organizing initiatives in the expert society are based in an objectifying view of expertise that risks concealing and downplaying key aspects of expertise Well intended organizing initiatives in the expert society thus run the risk of promoting ignorance rather than securing expertise Focusing on a current general and global phenomenon the rise and organization of an expert society The Organization of the Expert Society will be key reading for scholars academics and policy makers in the management fields of Organizational Theory Management Consulting Organizations Society Critical Management Studies as well as the disciplines of Sociology Political Science and Social Anthropology **The Firm** Duff McDonald, 2013-09-10 A revelatory history of the controversial consulting firm traces its decades long influence in both business and political arenas citing its role in the establishment of mainstream practices and modern understandings about capitalism *Task, Firm Size, and Organizational Structure in Management Consulting* Michael Graubner, 2007-11-06 Foreword The management consulting industry has grown into a sizeable economic sector and employment market in the outgoing 20 century Globally operating management consulting firms with thousands of consultants have emerged They coexist alongside many small consultancies and single practitioners As a result a remarkable diversity in the organizational structure of management consulting firms has developed Organizational structure is of utmost importance for consultancies as it directly impacts their business and employment models Yet little scientific explanation has been offered so far on the factors accounting for the diversity of organizational structure in management consulting Michael Graubner explores this contemporary topic His research is guided by the contingency theory of organizations one of the classical organization theory schools of thought that has been traditionally applied to investigate organizational structure in manufacturing banking and the public sector The author thoroughly reviews the different aspects of contingency theory contingency factors constructs of organizational structure the concept of fit between contingencies and structure organic vs bureaucratic theory and reflects on them in the light of other organization theory schools of thought [The Handbook of Global Companies](#) John Mikler, 2013-03-25 The Handbook of Global Companies brings together original research addressing the latest theories and empirical analysis surrounding the role of global companies in local national and international governance Offers new insights into the role of global companies in relation to policy and governance at local national and

international levels Brings together newly commissioned research by a global team of established and up and coming scholars from the fields of international relations political science public policy and beyond Considers the environmental and societal responsibilities of global corporations Covers topics including the spatial locations of global companies debate about the power they wield and their role as catalysts in new forms of governance and the ways in which global companies share authority with the state and international organizations to drive policy processes Speculates on the broader potential and limitations of global governance The Economics and Sociology of Management Consulting Thomas

Armbrüster,2006-11-16 academic disciplines Book Jacket

Routledge Handbook of Comparative Policy Analysis

Marleen Brans,Iris Geva-May,Michael Howlett,2017-04-28 This Handbook presents the first comprehensive study of policy analytical practices in comparative perspective It explores emerging developments and innovations in the field and advances knowledge of the nature and quality of policy analysis across different countries and at different levels of government by all relevant actors both inside and outside government who contribute to the diagnosis of problems and the search for policy solutions Handbook chapters examine all aspects of the science art and craft of policy analysis They do so both at the often studied national level and also at the less well known level of sub national and local governments In addition to studying governments the Handbook also examines for the first time the practices and policy work of a range of non governmental actors including think tanks interest groups business actors labour groups media political parties and non profits Bringing together a rich collection of cases and a renowned group of scholars the Handbook constitutes a landmark study in the field

Fearless Consulting Erik de Haan,2006-06-14 The history of consulting dates back to the original intervention of the serpent in the Garden of Eden and today s consultants have just as dubious a reputation They are tempted by flattery and over assessment of their abilities and run the risks of uncertainty responsibility without authority and loss of control In order to steer a middle course they must understand their own intention as consultants Fearless Consulting clearly demonstrates that in spite of the many risks and temptations consultants can approach their profession and clients fearlessly and offers a range of philosophical inspirations for readers as well as specific intervention models and practical methodologies **The**

Oxford Handbook of Global Policy and Transnational Administration Diane Stone,Kim Moloney,2019-01-10 Global policy making is unfurling in distinctive ways above traditional nation state policy processes New practices of transnational administration are emerging inside international organizations but also alongside the trans governmental networks of regulators and inside global public private partnerships Mainstream policy and public administration studies have tended to analyse the capacity of public sector hierarchies to globalize national policies By contrast this Handbook investigates new public spaces of transnational policy making the design and delivery of global public goods and services and the interdependent roles of transnational administrators who move between business bodies government agencies international organizations and professional associations This Handbook is novel in taking the concepts and theories of public

administration and policy studies to get inside the black box of global governance Transnational administration is a multi actor and multi scalar endeavour having manifestations depending on the policy issue or problems at the local urban sub regional sub national regional national supranational supra regional transnational international and global scales These scales of local and global are not neatly bounded and nested spaces but are articulated together in complex patterns of policy activity These transnational patterns represent a reinvigoration of public administration and policy studies as the Handbook authors advance their analysis beyond the methodological nationalism of the nation state

Defining Management Lars Engwall, Matthias Kipping, Behlül Üsdiken, 2016-06-10 Defining Management charts the expansion of management as an idea and practice from a time when it was limited to churches and households to its current ubiquity focusing in particular on the role of business schools consultants and business media in this process How did an entire industry develop around business schools consultants and business media who are now widely considered the authorities regarding best management practice This book shows how these actors on their own and in interaction became taken for granted and gained such definitional power over management and managers expanded across the globe from often modest and not always respected origins and impacted and continue to impact businesses and increasingly the broader economic and social context Building on extant and some new research the book is unique in bringing together issues and actors that have been examined elsewhere separately Any student or professional of management interested in the evolution of their field or the rise of business schools consultants and business media will find this book both novel and thought provoking

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