

Welcome

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I've recently been revising a book on consulting skills which was first published in 1987. It has passed through several editions since then, so I decided to take a look at that first edition to see what has changed over the last 30 years. Surprisingly little, as it happens!

Plainly technology has changed, but the perennial skills required – to help clients turn challenging situations into doable projects, and doing so within commercial constraints while keeping the clients happy – remain the same. These we might call 'timeless skills'.

These were amongst those that were identified in the research study we published in March into the [Consulting skills needed by management consultants in the year 2030](#). Not surprisingly, though, the challenges implicit in technological change feature large in the new skills that management consultants and consulting firms will need to acquire rapidly in the next few years. Read more below about the report and its press launch sponsored by Sheffield Haworth.

There's an opportunity to contribute to our on-line [Knowledge Bank](#) through becoming a recognised 'Curator' for the Centre. Curators are subject matter experts who look after the knowledge domain in their own areas of expertise and populate it through original material or links to already published information. Nick Bush is coordinating our Curator activity – and has an interesting take on curation!

Finally [our diarist Jethro has some tips](#) for those consultants who find themselves reluctant salespeople.

best regards
Calvert Markham
Director

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of Management Consultants*