

Welcome ...

[Click here to download an online version of the Bulletin](#)

This month our guest editorial was written by Steve Cant, the newly elected First Warden of the Worshipful Company of Management Consultants (WCoMC) and Editor of the WCoMC Newsletter. In his [Editorial](#), Steve shares his experience and his thoughts on how the way we use our wisdom changes.

We are delighted to share this month's main feature: '[Selling consulting services into large organisations](#)', a piece by Paul Vincent, Global Head of Services Procurement at Hays Talent Solutions. In an article for our April Newsletter, Paul discussed the need for consulting firms to prepare themselves to deal with more knowledge buyers. This time Paul explores other landmines that service providers may have to tackle when selling into large organisations.

Our [Consulting Research Conference](#) is quickly approaching so we remind you of all the details about this virtual event that will take place on November 24th and will focus on the enduring impact of COVID on the training and development of young professionals. During the event, we will also announce the winners of this year's CMCE Consulting Research Awards.

As usual, we also recommend a few interesting articles and videos in our '[In Brief](#)' section as well as useful links for anyone who is planning to move into our profession, is studying to [become a management consultant](#) or has just started to work as one.

In our new '[From our Blog](#)' section we share one of the posts from our revamped Blog. Going forward, we will regularly share blog posts on interesting topics, news, content in our Knowledge Bank and relevant articles from our newsletters. Last month we also launched a [Research Project](#) on what management consultants want from academics so we remind you of how you can take part in our online survey on the topic.

We publish [the fifth in our series of Ethical Dilemmas](#) and, once again, we ask you, our readers, to let us know what you would do if you were our fictional consultant. Finally, we present an account of our [November Showcase](#) and our columnist Jethro shares his thoughts on the future and the tacit assumptions that we make about it.

The Newsletter Editor

The Centre for Management Consulting is founded by



*The Worshipful Company
of Management Consultants*