

Welcome ...

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In this month's [guest editorial](#), Peter Johnson, a member of the Worshipful Company of Management Consultants (WCoMC) and freelance Chartered Management Consultant, poses an interesting question about the benefits of being irritated. In his piece, Peter explains how this pushes us to challenge our existing mindset and beliefs and, as a result, encourages better interpersonal dynamics and the creation of new, innovative solutions.

We are also pleased to confirm that our next virtual Showcase will take place on 1 December and will focus on the virtualisation of management consulting and how we can make it work for our consulting practices. We are delighted to welcome as speaker for the event, Luca Collina, an International transformational business consultant and Scaleup Coach, with a background as a management consultant and project and change manager. He has recently completed an MBA in consulting with York St John University and will present the key insights from his dissertation on the topic. [Read more and book your place.](#)

In case you missed our October Showcase on digital marketing, CMCE Director, Nick Bush shares a detailed account of the session. Our speaker, Joe O'Mahoney, Professor of Consulting at Cardiff University delivered a content-rich session, jam-packed with invaluable insights and actionable takeaways to help us develop and implement an effective digital marketing approach. Joe kindly agreed to make his presentation slides available so you can now find them [on our website](#) and you can also watch the full recording of the event [here](#).

We also share the [second instalment](#) in our series of pieces dedicated to the 'Next-gen Management Consultants' and focusing on how soft skills can future-proof your career. In this month's article, Valentina Lorenzon, a member of the CMCE Coordination group and editor of our newsletter, explores the concept of self-leadership and will discuss the need for future consultants to learn how to lead themselves first in order to improve the way they work with clients.

Our November '[In-Brief](#)' section consists of a series articles and podcasts focusing on a range of different topics including digital transformation, the argumentative theory of human reason and good practice guidelines for the new world of work. This month's edition also includes the eighth instalment in the '[Starting a consultancy business](#)' series, written by CMCE former Director, Calvert Markham. This time the focus of the piece is on how to build trust-based, long-lasting relationships with your clients.

Finally, if you are a subject matter expert and would like to share your knowledge and expertise on a specific topic, please [read further](#) to find out how to write an editorial contribution for the CMCE Newsletter. This is a great opportunity to reach out to our varied audience of academics and practitioners in management consulting and related fields. If you have a content idea, feel free to get in touch. We look forward to hearing from you!

The Newsletter Editor

The Centre for Management Consulting Excellence was founded by



*The Worshipful Company
of Management Consultants*