

Welcome ...

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

We open this October edition with '[How can management consultants help clients with automation?](#)', a guest editorial by Luca Collina, a transformational and growth management consultant and founder of Transforage TCA. In his piece, Luca shares a few insights on how technology can help with efficiency improvements and discusses which approach we, as management consultants, could adopt to help improve our clients' performance with automation.

Over the last couple of weeks, the judges of the 2022 CMCE Research Awards have been busy reviewing this year's entries. Like in previous years, it has not been easy to make a decision because of the quality and the insightfulness of the papers that we received. If you would like to know more about what they have to say about the state of management consultancy, join us at our [virtual Awards ceremony](#) on 10 November when we will reveal this year's winners and share a preview of their work.

We are delighted to feature '[Metaphors and discipline: difficult conversations in the workplace](#)', a piece written by Liliana Pop, a London-based independent consultant, focusing on training and development, who was also one of the panellists in our [series of Next Gen discussions](#) on the post-pandemic world of work. In her piece, Liliana discusses the often-overlooked topic of difficult conversations and reflects on how we can learn to handle these situations that, if not properly managed, may ultimately result in conflict and have a negative impact on business outcomes.

As usual, our [In-Brief section](#) features a series of articles focusing on current topics that this month include the UK skills shortage, the need to tackle the sustainability agenda, the role technology could play to improve higher education and insights for next gen management consultants on how to identify the most suitable career path.

Our Director, Nick Bush also shares the key takeaways of our thought-provoking September Showcase [Deconstructing Uncertainty: "We Should Have Seen It Coming!"](#) that focused on how we can deal with high levels of uncertainty successfully. If you missed the event, you can also watch the full recording [here](#).

Finally, would you like to help us shape the future of our profession? There are a number of opportunities to get involved in one of our upcoming activities:

- Leading a study into Consultant Value.
- Leading a study into Consultant Accreditation.
- Arranging and hosting a Roundtable on the Golden Questions that Clients and Consultants should ask themselves and each other.
- Arranging and Hosting a Roundtable on Consultant Performance Evaluation.

If you are interested in any of these roles and would like to know more, please contact Jim Foster at [jim.foster@timelineconsulting.co.uk](mailto:jim.foster@timelineconsulting.co.uk).

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*