

Welcome ...

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This month's [editorial](#) is written by our Director, Nick Bush, who reflects on the importance of shifting the culture of an organisation to implement change successfully. Nick shares a few of the key insights on the topic from Professor Daniel Beunza's, recent book [Taking the Floor: Models, Morals and Management in a Wall Street Trading Room \(Princeton University Press\)](#) which illustrates how an ethnographer's approach to understanding culture can lead to a more sustainable model of financial success.

Our upcoming online [Showcase on 11th May at 4:30pm](#) will be an opportunity to discuss this topic further and better understand how organisational culture can help management consultants improve their practice. Click [here](#) to book.

We will also be hosting a [roundtable discussion on 'Measuring management consultancy performance'](#) on Thursday 17th May at Plaisterers' Hall in the City of London. The Management Consultancies Association estimates that the UK consulting sector grew by 25% in 2022 to £18 billion. This level of investment by UK organisations makes it increasingly important that they are able to assess the performance of their management consultants effectively. Our roundtable will explore ways in which they can achieve this.

We are pleased to be joined at the roundtable by **Tilly Harvey-Godfrey** of the Crown Commercial Service and **Tom McCabe**, a former partner in PwC, IBM and EY, who will give their views on measuring management consultancy performance and will then respond to questions from the roundtable participants. Book your place via this [link](#).

Our April main feature is '[Golden questions for clients and consultants](#)', written by Jim Foster, a member of the CMCE leadership team. The piece focuses on the topic that we explored in one of our recent surveys about the key questions that clients and management consultants should ask themselves and each other. In his piece, Jim shares a thought-provoking perspective and poses a controversial question to continue the discussion on the subject.

In addition, we would like to let you know that there is an opportunity to submit papers for inclusion in one of the upcoming issues of the Management Consulting Journal. If you have any ideas for consideration, please consult the guidelines on [this page](#).

Our [In-Brief](#) section features a series of articles focusing on a range of current topics that include the significant shift towards independent consulting, the art of the elevator pitch and the power of personal connections.

Finally, with support from City University, the Centre is also conducting a study of the value associated with different types of consulting projects. This is a follow up to CMCE's 2021 report, "Consultant Value Add: Maximising Value from your Management Consultant". There is still time to

contribute to the study by completing a survey questionnaire which asks respondents to provide information on one or more separate consulting projects. This is the link to the survey questionnaire: [Consultant Value Survey Questionnaire](#).

We are planning to publish a report containing the findings of the survey, so there is the opportunity for survey respondents to provide contact details in order to receive a copy of the report. Please feel free to share the link to the survey questionnaire with colleagues. Thank you very much in advance for your input!

The Newsletter Editor

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