



# Management Consultancy

By Joe O'Mahoney, Calvert Markham

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## Management Consultancy By Joe O'Mahoney, Calvert Markham

Management Consultancy provides a comprehensive and up-to-date introduction to the consulting industry. The text uses theory as a basis for critical discussion, ensuring students fully understand the principal ideas behind consulting, as well the limitations. The authors' engaging and accessible writing style is combined with a wealth of real-world practical examples, which place management consultancy theory into the context of the business environment.

The book's strong critical perspective encourages students to develop their analytical skills, while practitioner insights in every chapter provide guidance from leading industry professionals. Case studies throughout the text and a chapter devoted entirely to consulting skills, ensure students are equipped with the necessary tools to succeed within this complex and competitive industry.

The text is supported by a fully integrated Online Resource Centre, providing a range of additional resources for students and lecturers.

For students:

An additional chapter on 'types' of clients and forms of interventions and Chapter 11 on preparing for and conducting a case interview (NEW)

Appendices to the book, including a sample consultancy contract, CV, covering letter, and RFI

Excel® workbook containing the calculations contained in chapter 7 of the book

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An author blog will link to Joe O'Mahoney's existing webpage and blog, which also includes a regularly updated RSS feed (NEW)

For registered lecturers:

Case commentary and answer guidance

Suggested discussion questions

Exercise solutions

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### Editorial Review

#### About the Author

Joe O'Mahoney is Senior Lecturer at Cardiff Business School and a Fellow of the CIPD. Prior to this he was Lecturer in Organization and Technology at Lancaster University. Joe has held a number of positions in industry including the role of Senior Business Consultant at 3G Mobile where he was involved with the start up of the company. Joe was also Director and Co-founder of Stay Mobile, Technology Ltd, a company that develops and leases a product for recharging mobile phones in public places. Joe's areas of expertise are change management and consultancy, including innovation and entrepreneurship, cultural change, new product development, and systems design.

Calvert Markham is the Managing Director of Elevation Learning, the leading educator of consultancy practitioners and Visiting Professor in the Practice of Management Consultancy at Cass Business School. Calvert has held the post of President of the Institute of Consulting and Vice Chairman of the global consultancy institute, the ICMCI. He has authored several books on the consultancy industry, with a specific interest in practitioner skills and is a visiting professor at Cass Business School.

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