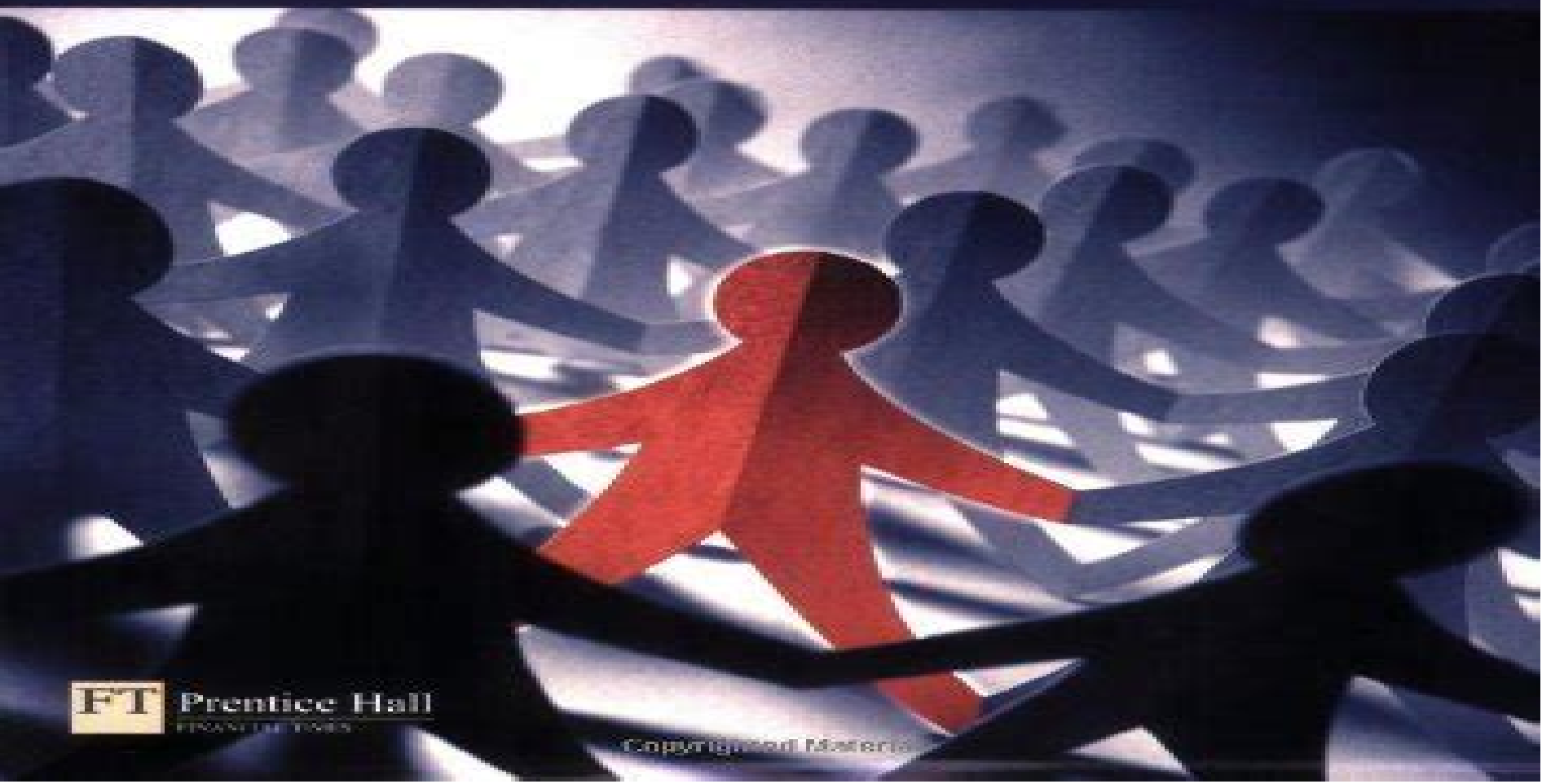


# Management Consulting

Delivering an Effective Project

second edition

Philip A Wickham



Prentice Hall  
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# Management Consulting Delivering An Effective

**Eran Vigoda-Gadot, Amos Drory**



## **Management Consulting Delivering An Effective:**

**Management Consulting** Philip A. Wickham, Louise Wickham, 2008 The book is aimed at students taking dedicated management consulting modules and work placement programmes at undergraduate and postgraduate level It is well suited to students of business as well as scientific and creative disciplines who undertake a work based project during the course of their academic study

**Business and Management Consulting** Louise Wickham, Jeremy Wilcock, 2020-03-09 Gain consulting insights into business decision making in today's environment Business and Management Consulting 6th Edition by Wickham and Wilcock first published as Management Consulting over 20 years ago to guide students through the consultancy process This edition renamed Business and Management Consulting reflects the way in which the consulting world has changed over the past two decades new digital technologies have made information more accessible and changed the way businesses have to operate so management consultants need to have a wider view of their client company

Management consulting remains a popular career choice but undertaking a consulting project for the first time can seem daunting for a student or new professional This book continues to offer a practical guide to balancing theory and practice while also giving tips and techniques to the more seasoned practitioner so is ideal for anyone who is undertaking a consulting project This is delivered from the accumulated knowledge and insight of the authors and contributors who all have been consultants The 6th Edition has been revised to reflect how new technologies for communication and information gathering have changed the way in which consultants operate It also includes more insights into how businesses take decisions that impact consulting projects in today's faster paced more volatile environment

**Key features** A comprehensive introduction to the best practice in conducting a consulting project Key insights into how best to tackle the challenges that arise Case studies from across a wide range of industries at the end of each chapter and a long case study running throughout the book Help in choosing and developing a career in consultancy Extensive references and further reading to underpin a student's knowledge In the Preface several pathways are provided for the different types of project a student may be required to undertake taking into account their academic level and previous experience Throughout the chapters the key ideas are highlighted to aid the reader in navigating the book New to this edition More information on how to sell a consulting project Further detail on ways to manage the project tasks with specific tools Specific tools for analysis of digital communications such as websites and social media Techniques for minimising the risks the consultant may face New case exercises based on real consulting projects to put tools and techniques into practice

Louise Wickham has over 35 years business experience both within companies and as a consultant working for a wide range of consumer facing businesses and the not for profit sector Jeremy Wilcock is Lecturer in International Marketing at the University of Hull He has 27 years industrial experience with a major multi national where he worked on numerous internal consultancy projects He has lectured regularly in subjects including strategic management and business analysis at undergraduate and postgraduate level and has supervised student

consulting projects Pearson the world's learning company      *Management Consulting* Louise Wickham, 2016 Management consulting remains a popular career choice but undertaking a consulting project for the first time can seem daunting for the student or new professional This book now in its fifth edition aims specifically to guide students through the consultancy process while also giving tips and techniques to the more seasoned practitioner This is delivered from the accumulated knowledge and insight of the authors and contributors who all have been consultants This fifth edition has been thoroughly revised to reflect today's dynamic business environment The impact of new digital technologies on consulting and business in general and the use of evidence gained through studies on consulting are considered It provides a careful balance between theory and practice and is ideal for anyone who is undertaking a consulting project      *Management Consulting* Philip A. Wickham, Louise Wickham, 2008      **Management Consulting** Philip A. Wickham, 2004      **Valuepack: Management Consulting: Delivering an Effective Project/the Seven Cs of Consulting** Philip A. Wickham, Louise Wickham, Mick Cope, 2008-03-03 This Value Pack consists of *Management Consulting Delivering an Effective Project 3 e* by Wickham Wickham ISBN 9780273711841 *The Seven Cs of Consulting The Definitive Guide to the Consulting Process 2 e* by Cope ISBN 9780273663331      **Management Consulting** Philip A. Wickham, 2008      **Outlines and Highlights for Management Consulting** Cram101 Textbook Reviews, 2010-12 Never HIGHLIGHT a Book Again Virtually all of the testable terms concepts persons places and events from the textbook are included Cram101 Just the FACTS101 studyguides give all of the outlines highlights notes and quizzes for your textbook with optional online comprehensive practice tests Only Cram101 is Textbook Specific Accompany's 9780273711841      *Management Consulting Today and Tomorrow* Flemming Poulfelt, Thomas H. Olson, 2017-09-01 This new edition gathers more than 22 experts to outline the theory behind consulting providing insight into change processes and management issues in the field The business of consulting has grown faster than most other businesses due not only to increased demand by clients but also to the innovative capabilities of numerous consulting firms as they develop new services Divided into six parts the book introduces readers to the consulting industry addressing the major practice areas contexts and implementations of the field Significant updates detail the effect of the economic troubles between 2004 and 2010 and then 2010 and now analyze the market response to consulting in recent years and provide a more thorough understanding of how consulting is applied in the different areas of a business such as operations marketing and finance Introductions written by the editors offer further insight into the themes and learning goals of each section helping readers to recognize the elements of a successful consultation and utilize their new skill set The text concludes with a look at the future of consulting with regards to ethics standards and how strong manager client relationships contribute to financial growth Readers will also learn how the developing field of entrepreneurship creates new economic structures and job opportunities Practitioners consultants clients faculty and students of business and management will learn not only how to consult but also gain the skills needed to adapt to and lead organizational change giving them a

competitive edge when they enter the field      Research Methods in Management Geoff Lancaster,2007-06-01 Written specifically for the Research Methods aspect of an MBA course Research Methods in Management is the ideal companion for those needing guidance on carrying out a research project The author offers a succinct guide to the topic which provides MBA and Business Students with the necessary grounding in the area of research without going into too much depth The text is therefore written with modular courses in mind so that students gain an overall perspective of the important areas that need consideration and can ascertain the key points they need to be aware of when carrying out research Dissertations and projects form an integral part of many MBA and degree courses and therefore guides such as this are becoming invaluable when tackling this area for the first time Research Methods in Management approaches the research task in a step by step manner covering areas such as data collection observational methods and data analysis Guidance is provided on the best way to approach aspects of the research process and to ensure all aspects are adequately covered As this is an area where many students feel they do not have any experience a text such as this provides the necessary support in approaching this area of the course      **Research Methods** David Crowther,Geoff Lancaster,2012-05-23 This is the ideal companion for those needing guidance when carrying out a research project in a management or a business related subject The text is succinct and concise written with modular courses in mind for the reader to quickly gain an overall perspective of the fundamental areas and identify the key points that need to be addressed This clear and practical book also covers the requirements of more general areas of business research and consultancy New to this edition is a chapter devoted to the analysis of qualitative data an area many students find they want to focus on A new accompanying student website also gives practical guidance on some of the problems students face assistance with writing a research proposal the structure of a dissertation collecting data how much is enough citing references links to other resources Dissertations and projects form an integral part of many MBA and degree programmes and this text is invaluable when tackling this area for the first time The authors approach the research task in a step by step manner covering areas such as data collection observational methods and data analysis      *Torkildsen's Sport and Leisure Management* Rob Wilson,Chris Platts,Daniel Plumley,2022-11-01 For nearly 40 years Torkildsen s Sport and Leisure Management has been the most comprehensive and engaging introduction to sport and leisure management available to students at all levels Now in its seventh edition it is still the only textbook that covers all the key topics taught within contemporary sport and leisure management courses This new edition includes expanded coverage of the practical managerial skills that students must develop if aiming for a career in the sport and leisure industry from planning and managing people to marketing entrepreneurship and the law It includes four completely new chapters on the global sport and leisure economy historical development cross sector collaboration and management consultancy reflecting important developments in contemporary sport and leisure This edition retains the hallmark strengths of previous editions including in depth discussion of the social and cultural context of sport and leisure full analysis of the public private and

voluntary sectors and a review of key products and services Richly illustrated throughout with up to date evidence data case studies and international examples each chapter also contains a range of useful pedagogical features such as discussion questions practical tasks and structured guides to further reading and resources This is an important resource for students working in fields such as sport management sport business sport development leisure management and events management Dedicated online resources offer additional teaching and learning material for students and lecturers **Management**

**Consultancy Insights and Real Consultancy Projects** Graham Manville, Olga Matthias, Julian Campbell, 2017-10-02 The field of management consultancy research has grown rapidly in recent years Fuelled by the drivers of complexity and uncertainty a growing number of organizations both profit and third sector alike are looking at management consultancy to assist in their aims for development and change Consultants have become a common feature in organizational change initiatives involved in both providing advice and in implementing ideas and solutions However despite this growing recognition and influence management consultancy is still often misunderstood or criticized for its lack of theoretical underpinning The book seeks to address these issues by offering applied theoretical insights from academics that both teach and practice management consultancy Written by recognized experts in their field the contributors combine original insights with authoritative analysis Uniquely this book identifies emerging themes with critical discourse and provides rich empirical case study evidence to show the reader how management consultancy projects are implemented Real world international consultancy projects are featured as written up cases featuring organizations from multi national corporations to the public sector Written for graduate level managers or those who have practical leadership experience this book will enable readers to apply management consultancy models beyond a classroom context **Professional Practice in Learning and**

**Development** Mark Loon, 2016-11-03 Professional Practice in Learning and Development guides learning and development professionals and students in designing and delivering effective people development in the modern organization It is a core text for those studying for learning and development qualifications such as the Chartered Institute of Personnel and Development Intermediate level and a useful handbook for those in learning and development roles looking to develop their understanding of the latest developments facing the profession With a particular focus on digital blended and social learning it will help you deliver more for less Starting with an introduction to learning and development it shows how to make the business case for activities use metrics to demonstrate the value add and engage the right stakeholders Drawing on the latest research Professional Practice in Learning and Development highlights the new opportunities made available to the learning and development practitioner by technology new media and the networked world in which we live It looks at approaches to helping people learn and how to develop tailored solutions Case studies and reflective questions develop skills in facilitating collaborative learning working in teams and communicating effectively with all stakeholders This book also equips you to measure and communicate the value of the programmes and drawing on insights from neuroscience demonstrates some

practical new tools for engaging learners to improve the effectiveness of their work Online supporting resources include multiple choice questions and answers for each chapter

### **Handbook of Organizational Politics** Eran

Vigoda-Gadot, Amos Drory, 2006 This exciting Handbook offers a broad perspective on the intriguing phenomena of power influence and politics in the modern workplace their meaning for individuals groups and other organizational stakeholders and their effect on organizational outcomes and performances The contributors illustrate the fact that organizational politics has many facets and definitions all relating to the use of personal or aggregate power in influencing others and better achieving goals in the workplace However politics in organizations is difficult to study as neither employees nor management are keen to divulge the political secrets and dynamics that help them to promote their own ideas and goals and to advance in the workplace In the face of this challenge the Handbook presents a comprehensive collection of original studies and theoretical discussions from across the globe Providing a starting point for new research in the area issues dealt with include politics personality and leadership ethics fairness and prospects of trust in workplace politics organizational politics and employees well being strategy change and decision making as a political process human resource management and consulting in a political sphere Offering a fresh and up to date take on the topic this highly original Handbook will be a fascinating read for academics students and researchers in the fields of management and organizational behavior The wide range of perspectives presented in this book written by some of the leading scholars and researchers in the field will also be invaluable to practitioners in management and to individuals in organizations who require a better understanding of the meaning of power and influence in the modern workplace

### *Consulting Skills for Social Researchers* Simon

Haslam, 2017-07-21 Consulting skills help researchers frame and define research projects manage the social research process engage with stakeholders and influence change This practitioner oriented text is the first to help social researchers and those active in the social research sector develop these skills Drawing from the International Council of Management Consulting Institutes consulting competence framework it will aid understanding of effective consulting skills in the UK and international social research community and will be invaluable for all those commissioning managing and conducting social research

### **Teaching Innovation in University Education: Case Studies and Main Practices** Saura, Jose

Ramon, 2022-06-17 In the last decade the development of new technologies has made innovation a fundamental pillar of education Teaching innovation includes the evolution of both teaching and learning models to drive improvements in educational methodologies Teaching innovation is a pioneer in the understanding and comprehension of the different teaching methodologies and models developed in the academic area Teaching innovation is a process that seeks validation in the academic and teaching communities at universities in order to promote the improvement and its practices and uses in the future characterized by digital development and data based methods Teaching Innovation in University Education Case Studies and Main Practices features the major practices and case studies of teaching innovation developed in recent years at

universities It is a source on study cases focused on teaching innovation methodologies as well as on the identification of new technologies that will help the development of initiatives and practices focused on teaching innovation at higher education institutions Covering topics such as didactic strategics service learning and technology based gamification this premier reference source is an indispensable resource for pre service teachers lecturers students faculty administrators libraries entrepreneurs researchers and academicians

*Strategy Consulting* Jeroen Kraaijenbrink, 2020-08-27 Strategy consulting is one of the most highly respected and at the same time deeply detested jobs on this planet Despite all the attention and controversy though there is surprisingly little written about it specifically To address this void this Element provides a comprehensive overview of this fascinating and emerging profession Relying on existing research and the author s practical experience it describes what strategy consulting is where it comes from how to effectively practice it and where to take it into the future Taking the position of the individual strategy consultant it offers an insightful perspective that is useful for scholars students consultants and clients of strategy consulting In doing so it moves away from the dominant corporate practice of analytical strategy consulting Instead it offers an idealized whole brain and whole person view on what strategy consulting could and should be like in order to fully live up its promise as a profession contributing to society

*Business Research Projects* Jimme Keizer, Piet M. Kempen, 2006 This practical guide offers the reader a comprehensive framework for going through the successive process steps of the fieldwork project A logbook is included which provides a checklist for each of the ten steps enabling students to document the progress of their projects

**The Digital Transformation of Labor** Anthony Larsson, Robin Teigland, 2019-11-11 Through a series of studies the overarching aim of this book is to investigate if and how the digitalization digital transformation process causes or may cause the autonomy of various labor functions and its impact in creating or stymieing various job opportunities on the labor market This book also seeks to illuminate what actors groups are mostly benefited by the digitalization digital transformation and which actors groups that are put at risk by it This book takes its point of departure from a 2016 OECD report that contends that the impact digitalization has on the future of labor is ambiguous as on the one hand it is suggested that technological change is labor saving but on the other hand it is suggested that digital technologies have not created new jobs on a scale that it replaces old jobs Another 2018 OECD report indicated that digitalization and automation as such does not pose a real risk of destroying any significant number of jobs for the foreseeable future although tasks would by and large change significantly This would affects welfare as most of its revenue stems from taxation and particularly so from the taxation on labor directly or indirectly For this reason this book will set out to explore how the future technological and societal advancements impact labor conditions The book seeks to provide an innovative enriching and controversial take on how various aspects of the labor market can be and are affected the ongoing digitalization trend in a way that is not covered by extant literature As such this book intends to cater to a wider readership from a general audience and students to specialized professionals and academics wanting to gain a deeper



understanding of the possible future developments of the labor market in light of an accelerating digitalization digital transformation of society at large

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determine the amount of substance in a solution of unknown concentration using various titrimetric methods theory titration the word titration comes from the latin word titulus which means inscription or title

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