

Welcome ...

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

In [this month's editorial](#) our Director, Nick Bush, shares his impressions of the recently aired, BBC five-part series on Radio 4 'Magic Consultants' that focused on the consultancy industry. The content of the programme offers an opportunity to reflect on how our industry is perceived and what we can do to change the negative assumptions and prejudices that often surround it.

On this topic, we are also planning a workshop on selling and delivering excellent consulting. To compete with larger firms, independent consultants need to band together to sell and deliver their services but what's the best way to do it and what are the pitfalls to avoid? In a joint workshop with independent consultant networks [Richmond Group](#) and [Jungledrum](#), 2022 CMCE Research Award winners David Cross and Juani Swart will present their research into effective Project Network Organisations. Don't miss this opportunity to learn from case studies of successful and not-so-successful collaborations and share your own experience on the topic. More details will follow in due course (keep an eye on our [LinkedIn](#) page not to miss them) but meanwhile save the date: Tuesday 12<sup>th</sup> September 16:30-18:00, via Zoom.

Our May [main feature](#) is a piece written by Janell Dudley, Project Manager and CMCE Associate, and focuses on the role of ethics in consulting and the value added by the work of consultants within a client's organisation. In her piece, Janell shares her personal insights and experience on the topic and encourages us to reflect on the important steps to take to improve our industry, like for example, the much-debated creation of a code of ethics or a governing body.

This month's [In-Brief section](#) features a series of articles focusing on a range of current topics that include what we can learn from chess players' approach to decision making, the role of AI in redefining strategic measurements and KPIs and what happens to organisations when high performing employees leave.

In addition, we are sharing [a summary of the key takeaways](#) from our latest Showcase: *Change that works: the consultant as ethnographer* written by our Director, Nick Bush. During the session, our speaker Daniel Beunza, *Professor of Social Studies of Finance at Bayes Business School and author of Taking the Floor: Models, Morals and Management in a Wall Street Trading Room*, discussed how an ethnographer approach and the in-depth observation it entails can help develop a deeper understanding of behaviour. In his piece, Nick also reflects on how we can apply these insights on our practice and become better consultants. In case you missed it, you can also access the full recording of the event [here](#).

Finally, there is an exciting opportunity to get involved in one of our upcoming projects. Following the success of last year's [CMCE Next Gen: The Post-Pandemic World Of Work series of discussions](#), we are now planning another series of events mainly focusing on making decisions in an uncertain world. So, if you are a next-gen management consultant or an experienced professional interested in the topic and who would like to be part of the creation and delivery of this series, we would like to

hear from you. Get involved by [emailing us](#) directly.

The Newsletter Editor

*The Centre for Management Consulting Excellence was founded by*



*The Worshipful Company  
of Management Consultants*