Welcome …

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Our November editorial is dedicated to the launch of CMCE latest report, on Management Consultant Value. This report follows up our 2021 report "Consultant Value Add: Maximising Value from your Management Consultant" by looking at the impact of factors including commercial arrangements, measures of value and the frequency of reviews, and provides a set of guidelines for ensuring that the value expected from the consultants is delivered. Earlier this month the report's authors, Paul Kelly, CMCE Associate, and Jim Foster, a member of the CMCE leadership team, presented the key findings of the study and led a discussion on how to put these findings into practice. In their editorial, Jim and Paul share they key insights emerging at the launch event and the discussion that followed it. The piece also includes links to request a copy of the Management Consultant Value report and of the launch event presentation pack.

CMCE Showcase: AI for Management Consultants: PRAIORITIZE Thursday 30 November, 5 pm
We would also like to remind you that on Thursday 30th November 2023 we will host the second of our ongoing series of product showcases and you will have a chance to experience PRAIORITIZE, the world's first SaaS platform for automated consultancy. The session will illustrate how the platform works with a live example and you have the opportunity to ask questions as we continue to explore the impact of AI on the consulting world. Book your place here.

This month's main feature '*Providing value beyond hard skills*' was written by Luca Collina, an International transformational consultant with a background in management consulting, project and change management. In this piece, Luca reflects on some of his recent client work and shares a few thoughts and lessons learned about providing value beyond technical expertise and knowledge sharing.

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Published a few years ago but still very relevant and inspirational, 'Let it go' tells the story of Dame Stephanie (Steve) Shirley, IT pioneer, billion-dollar entrepreneur and one of Britain's leading philanthropists. In the book, she shares the key moments in her life from being a 5-year-old refugee to starting her successful entrepreneurial journey. She also explains the deep reasons behind giving her wealth away, how one of the driving forces throughout her life has been proving why she deserved to be a survivor, and how she is now fully engaged in encouraging the creation of a new philanthropic mindset. Dame Shirley have also provided significant support to the Worshipful Company of Information Technologists (WCIT) since its foundation as the City of London's 100th Livery Company.

Finally, looking into the new year, on 11 January we will host our first 2024 event: *Doughnut Economics: Can Management Consulting Save The World?* The business world will need to embrace bold and ambitious solutions that are both regenerative and distributive. To make this possible, a transformation in the deep design of business will be needed: in its purpose and networks, how it is governed and owned and the nature of its relationship with finance. During this session, our speaker, Erinch Sahan who leads Doughnut Economics Action Lab (DEAL)'s will explore ideas and models for achieving the needed transformations in business to help meet the needs of all people within the means of the living planet. Book now to join us for this insightful discussion.

The Newsletter Editor

The Centre for Management Consulting Excellence was founded by