

Welcome ...

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There are still places available for our next [Showcase](#) which will take place later this month, on March 23rd, and will focus on how to increase the value that consultancy professionals provide to their clients. During this virtual Showcase we will also launch our [latest report](#): “Consultant Value Add: Maximising Value from your Management Consultant” that includes key insights and guidance on the steps that should be taken by both clients and consultants to ensure that consultants deliver value.

In this month’s [editorial](#), Nick Bush, CMCE Director, reflects on the topic of mindfulness and shares a few initial details on our April Showcase that will be held virtually on April 23<sup>rd</sup> and will look at how practicing mindfulness could improve consultants’ performance.

We are also pleased to share the [Proceedings](#) of the second edition of our Consulting Research Conference that took place last November. This detailed report of the event includes a wealth of information and insights on the winning papers and the speakers’ presentations that explored the enduring impact of COVID on the training and development of young professionals.

This month’s [‘In Brief’](#) section includes a few suggestions of articles and videos on different topics that range from negotiation and new ways of doing business to remote management and technology. The suggestions in our [‘Next-gen management consultants’](#) section focus on the way organisations will have to look at talent post-pandemic and on the future of freelance consultants.

In our Ethical Dilemmas section, we publish [the seventh in our series of Dilemmas](#), ‘A question of integrity’ in which our fictional consultant, Antonia, finds herself in yet another predicament. Our columnist, Jethro, reflect on the search for the philosopher’s stone and how a similar concept applies to the world of business management.

And finally, don’t forget to:

1. share your thoughts on our Newsletter and the topics that you would like to cover in future editions by completing a brief [survey](#).
2. follow us on our [LinkedIn page](#) for regular updates and posts on relevant topics.

The Newsletter Editor

*The Centre for Management Consulting Excellence was founded by*



*The Worshipful Company  
of Management Consultants*