

Welcome ...

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This month's [guest editorial 'Why do consultants love personality tests?'](#) was written by Dr Karol Szlichcinski, Chartered Psychologist and member of the CMCE Leadership Team. He wonders why many consultants are attracted to personality tests, and comments on the pitfalls to which this attraction may lead.

In case you missed our latest events, you will be able to catch up with summaries and recordings of all of them. CMCE Director, Nick Bush shares the [key takeaways from our January Showcase](#) on virtual consulting. You will be able to access the event slides on the [CMCE website](#) and the full recording of the session is also available [here](#).

In addition, we feature a piece by Denise Fellows, a Past Master of the Worshipful Company of Management Consultants (WCoMC) and a judge on the panel for the CMCE Research Awards, on our [February Showcase](#), focusing on the link between ethics in management consulting and Greek philosophy. You can rewatch the event [here](#).

We have also been hosting a series of conversations on Clubhouse as part of our CMCE Next Gen series on the post-pandemic world of work. Rhonda A. Best, the author of the recently published article ['The Role of Intangibles in the Economic Recovery Post- COVID-19 Pandemic'](#) that inspired the initiative, writes about the insights and observations that emerged from [the first of the seven discussions](#), on the role of interviews for entry level jobs. You can find details on the upcoming discussions [here](#).

We are delighted to preview the launch of "What management consultants want from academics", the latest CMCE research report focusing on how consultants access and use outputs of academic research in their work and how academic work contributes to the knowledge base that consultants draw on. The author of the report, Dr Karol Szlichcinski, will discuss the findings of his research at the [first seminar](#) hosted by the newly-formed BAM (British Academy of Management) Management Consultancy Network. The full report will be published on our website shortly.

In the [latest instalment](#) of the "Next Gen Management Consultants: How soft skills can help future-proof your career" series, Valentina Lorenzon, a member of the CMCE Coordination group and editor of our newsletter, reflects on the key role of failure in the development of our careers and how we can turn it into a motivating factor for growth and progression.

Our [In-Brief 'section](#) features a series of articles and videos focusing on various current topics that this month include rebuilding trust, using AI customer service and the increasingly important role of platforms and how they can be governed successfully.

We also draw your attention to the upcoming CPD events hosted by the Institute of Consulting:

[Growth – building a successful consultancy in the digital age with Joe O'Mahoney on 1st March](#)
[Embedding sustainability principles into your consultancy practice with Jeremy Webster on 12th April](#)

[How to ace LinkedIn with Adam Owen on 10th May](#)

[Underestimate the impact of ethical practice at your peril with Tudor Baron on 14th June](#)

Finally, we remind you that we would like to hear our community's opinion on the critical questions that we believe our profession should address in order to survive in the 21st century and evolve with the times. So please complete our short survey [here](#) before February 28th to help us build up a picture of what's important to practitioners, researchers and clients.

We look forward to hearing from you!

The Newsletter Editor

The Centre for Management Consulting Excellence was founded by



*The Worshipful Company
of Management Consultants*