



# Management Consultancy

*Joe O'Mahoney, Calvert Markham*

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*Management Consultancy* provides a comprehensive and up-to-date introduction to the consulting industry. The text uses theory as a basis for critical discussion, ensuring students fully understand the principle ideas behind consulting, as well the limitations. The authors' engaging and accessible writing style is combined with a wealth of real-world practical examples, which place management consultancy theory into the context of the business environment.

The book's strong critical perspective encourages students to develop their analytical skills, while practitioner insights in every chapter provide guidance from leading industry professionals. Case studies throughout the text and a chapter devoted entirely to consulting skills, ensure students are equipped with the necessary tools to succeed within this complex and competitive industry.

The text is supported by a fully integrated Online Resource Centre, providing a range of additional resources for students and lecturers.

For students:

An additional chapter on 'types' of clients and forms of interventions and Chapter 11 on preparing for and conducting a case interview (NEW)

Appendices to the book, including a sample consultancy contract, CV, covering letter, and RFI

ExcelRG workbook containing the calculations contained in chapter 7 of the book

Glossary

Web links

An author blog will link to Joe O'Mahoney's existing webpage and blog, which also includes a regularly updated RSS feed (NEW)

For registered lecturers:

Case commentary and answer guidance

Suggested discussion questions

Exercise solutions

Suggested group projects

PowerPoint slides

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