

BAM Management consultancy Network	
Coffee chat: 18 January 2023 10:30 – 11:30 on Zoom	
Aims	
The coffee chat this month focused on: <i>“What are your views on the significant changes that lie ahead, both in management consultancy and the environment in which it is practised?”</i>	
Emerging themes	
1	Clients and consultants are increasingly working from home. What is the impact on the balance between establishing a close working relationship with the client based on an emotional connection and mutual trust?
2	How can consultants manage expectations as clients demand more?
3	Opportunities for consultants to support clients with sustainability in terms of Social Governance; Corporate Governance and the impact of Climate Change.
4	The impact of global mobility on sustainability – there is a lack of awareness at practitioner level – further opportunities for consultants
5	How can consultants communicate the urgency of preparing for new regulations in a way that attracts the attention of organizations that will be affected by them?
6	How can consultancies manage ethical practice? Must this always rely on the individual consultant?
7	Digital transformation, hype or necessity?
8	Do the basic requirements for consultants remain the same: technical skills + Industry knowledge+ soft skills?
9	Trends identified in research led by Calvert for the Worshipful Company of Management Consultants in the UK: <ul style="list-style-type: none"> • <u>About work patterns: increasing travel reluctance.</u> The pandemic has demonstrated the viability and attractiveness of remote working so that people are WFH more of the time, supported by electronic communications. • <u>About management consultancy: a loss of identity.</u> The nature of management consultancy becomes increasingly ambiguous • <u>About society: the entitled individual.</u> Public discourse continues to be fragmented, moralistic and demanding. Institutions are increasingly judged in the court of public opinion, especially on social media, against criteria such as green credentials and concern for the individual and minorities. • <u>About the economy: less money around</u>
Next steps	
1	MCN members are welcome to propose discussion topics for future MCN coffee chats