The field of Management Consulting research has grown rapidly in recent years. Fuelled by the drivers of complexity and uncertainty, a growing number of organizations - both profit and third sector alike - are looking at Management Consulting to assist in their aims for development and change. Consultants and change agents have become a common feature in organizational change initiatives, with individual consultants and consulting firms now involved in both providing advice and in implementing ideas and solutions. Management Consulting needs to demonstrate value through the application of academic thinking to real life challenges faced by organisations.

The book seeks to address these issues by offering applied theoretical insights from academics that both teach Managing Consultancy and are also practicing management consultants. Written by recognized experts in their field, the contributors combine original insights with authoritative analysis. Uniquely, this book identifies emerging themes with critical discourse and provides rich empirical case study evidence to show the reader how Management Consulting projects are implemented. The organizations themselves range from SMEs to multi-national organizations and the public sector. The case studies are international by context and composition, covering several continents.

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About the Editors:

Dr Graham Manville CMC is a Senior Lecturer in Business and Management in the Business School of the University of East Anglia. Graham has won two awards for his applied research which includes two books and over 25 international journals and conference papers. He is also a co-founder of Longview Consulting Ltd with a client base ranging from global investment banks to SMEs to non-governmental organisations.

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Julian Campbell is the MBA course leader for the Executive MBA course at the University of East Anglia where he introduced the Management Consulting Projects module into the MBA including an international component. Julian previously ran his own Management Consultancy company with clients in Europe, Africa and the Middle East.

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This will be applied academic chapters aimed at a graduate level business audience.
1. Emerging Factors in Management Consulting
2. International Consulting
3. Consulting in the Public Sector
4. Consulting from within an organisation – The Internal Consultant
5. Consulting in the Multi-Stakeholder Constituency of the Third Sector
6. The Challenges of Off-shoring
7. A Solo Management Consultancy Practice
8. Generating Repeat Business & Referrals
9. The Unwritten Etiquette of Management Consulting

Section B: Case Studies in Context
These will be empirical case studies of real consultancy projects which are not currently available in published texts.
1. Green Capital Funding
2. Supply Chain
3. Market Entry
4. Third Sector
5. Crowd-funding
6. Talent Management
7. The Internal Consultant
8. SME
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