

International Consultants Day

June 2021

The ICMCI Professional Standards
Excellent Consultancy

1. A current view of our profession
2. A view of the future
3. PSC's components of Excellence

A current view of our Profession

- Every day thousands of management consultants provide good service to clients around the world
- Our profession is one of the most successful but least regulated occupations
- Exponential growth, elite status but ... at times beset by scandal and critique
- Difficult for Clients to evaluate quality and assess value
- The consultancy process often lacks transparency
- The financial rewards tempt consultants to oversell
- Ethical Codes not universally adopted and tend to lack teeth



* Source - University of Bristol Policy Report – Can Management Consultancy be regulated?

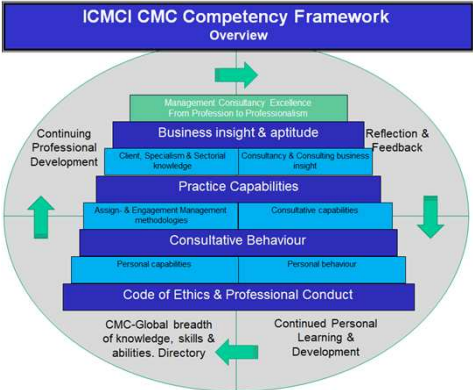
ICMCI Vision and Mission

- To be a leader in the development of management consulting as a global profession that drives social and economic success.
- To build the profile, recognition and influence of the profession and its practitioners globally

The ICMCI Professional Standards Committee

- Development and maintenance of professional standards and guidelines that promote excellence in the consulting profession, including awards, certifications, qualifications and assessment processes.

Three Components of Excellence for Management Consultants



Competence

Behaviour



Process



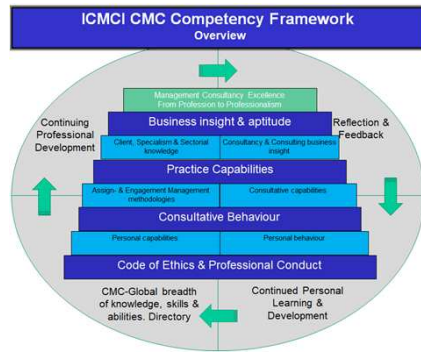
The cluster of related abilities, commitments, knowledge, skills and experience that a management consultant should demonstrate:

- **Business Insight and Aptitude**
- **Consultancy Practice Capabilities**
- **Consultative Behaviour**
- **Ethics and Professional Conduct**

- **Serving the interests of:**
 - **Clients**
 - **Society**
 - **Organisation**
 - **Colleagues**
 - **The Profession**

- **Best Practice for application of ISO 20700 Standard**
- **Comprehensive – covers everything to be considered in a management consultancy assignment**
- **Universal – for all types of client and assignment**
- **Flexible in application to different Client situations**
- **Beneficial for Consultants and Clients**
 - **Common Framework for Clients and Consultants**
 - **Prevents misunderstandings between Client and Consultant**
 - **Evaluation Aid for Client to assess value of consultancy**

3 Components of Excellence for Management Consultants



Competence

Behaviour



Process



Thank you!

Nick Warn – Chair of PSC

www.cmc-global.org