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Marc G. Baaij's An Introduction to Management Consultancy provides the essentials for success as a student and later when working with and not just for consultancy firms. It is built around learning objectives to empower understanding of the what, how, when and why at macro and micro levels of management consultancy and provides engaging real-life examples and extra Web materials for study.

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Coaching provided by a management consultant can involve a form of learning and development where a person called a coach supports a client or learner. The skills of the coach from a management consultant perspective can include: 1. Communication skills. 2. Listening skills. 3. Questioning skills

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This article introduces management consultants and management consultancy, which have quickly become an important part of modern organizations. It notes that research on management consultancy is an interdisciplinary effort and can help identify some crucial issues that have surrounded social science for the past half decade.

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## An Introduction to Management Consultancy: Baaij, Marc G

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Management consultants are hired to suggest and recommend strategies and ways and means of improving the profitability of firms. This can encompass operations, finance, marketing, strategy, planning, human resources, and the very nature and purpose of the firm.

## Introduction to Management Consulting

Anthony F. Buono. In this book, Baaij effectively captures the breadth of the field, from the normative pull of a true "helping" role to the critical depiction of management consultants as little more than masters of rhetoric skilled at organizational sorcery. The volume contains myriad insights into consultancy's micro- and macro-level dynamics, from individual consultants and their roles, responsibilities and expectations, to the competitive realities of consultancies and the ...

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