

Welcome ...

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This month's [Editorial](#) was written by Dr Karol Szlichcinski, a member of the CMCE coordination group. Karol is leading CMCE's current research project on what consultants want from academia. In his Editorial, Karol reflects on the importance of soft skills such as building rapport and establishing relationships of trust with clients and the need for these skills to be trained in consultants recruited primarily for their technical abilities.

We are delighted to include this month's main feature: '[Growing & Selling Consulting Firms: 3 insights from research](#)', by Dr. Joe O'Mahoney, Professor of Management Consultancy at Cardiff Business School. Dr O'Mahoney shares three important insights emerging from his ongoing research on how consultancies grow successfully. Dr O'Mahoney will present the results of his research during our next [Showcase](#) on November 3<sup>rd</sup>. We provide more details about this event in our section dedicated to upcoming events.

[CMCE's latest research project](#) aims to find out what management consultants want from academia. We appeal to all our readers who are consultants to complete a survey to give us your views on this subject. We follow this with our '[In Brief](#)' and '[Next-gen consultants](#)' sections that include our recommendations on what to read and watch as well as useful links for anyone who is planning to move into our profession, is studying to become a management consultant or has just started to work as one.

We also share all the details about this year's virtual [Consulting Research Conference](#) that will take place on November 24<sup>th</sup> and will focus on the enduring impact of COVID on the training and development of young professionals

In our '[From our LinkedIn page](#)' section we draw your attention to this month's most interesting posts from our LinkedIn page. In addition, we publish the [commentary on the fourth in our series of Ethical Dilemmas](#) to tell you what really happened in the life of our fictional consultant. Finally we present an account of our last Showcase event on [Building the AI Highway](#) and then remind you to have your say on what topics we should cover in our Showcase events next year.

The Newsletter Editor

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