

Welcome ...

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Starting with this month's edition, our Newsletter will include a new 'From our archive' feature that will revisit a few of the most interesting articles published in previous issues and focusing on topics that we think are still of particular interest or relevance to our readership. We start with '[Starting A Consultancy Business: 1. What Are You Selling?](#)', the first in a series of articles written by Calvert Markham, founder and former Director of the Centre, to provide basic guidance on starting and running a consultancy business. In this first instalment, Calvert looks at the first step in the process: deciding what you are going to sell.

Our next roundtable event '[Accelerating Corporate Performance](#)' will be held online on Tuesday, 1st July 2025 at 4m. We are delighted to welcome our speaker, Colin Price, a Visiting Fellow at Saïd Business School, University of Oxford, a Visiting Professor at the Centre for Global Health Innovation, Imperial College London and a regular speaker at prestige events such as Davos and the Harvard Business School Roundtable, who will discuss 'Speed Wins', an article he recently published on the importance of speed in increasing the growth of an organisation. [Register here](#) to receive a copy of the article and have the opportunity to submit questions to which Colin will respond at the roundtable.

This month we are delighted to feature '[Pathway to leadership](#)', an article written by Richard Hill, a Leadership Development Professional at [Møller Institute](#), part of Churchill College, in the University of Cambridge. In his piece, Richard discusses the true meaning of leadership and explains the reasons why it is never a bad idea to learn to lead - in the wider sense of the term - and what this entails.

In this edition our [In-Brief section](#) includes a series of articles focusing on a range of current topics such as how we can get more value from management consultants, how AI is revolutionising the traditional consulting model and what draws mid-career movers into consulting.

Finally, our Director, Jim Foster shares a [summary](#) of our first roundtable on how to build trust to deliver consultant value. We are planning to run this workshop-format event again later this year, so get in touch, if you would like to take part.

The Newsletter Editor

The Centre for Management Consulting Excellence was founded by



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of Management Consultants*