

Welcome ...

In this month's newsletter, CMCE former Director, Nick Bush, [reflects on the process of learning](#). Sharing with us one of the key experiences in his musical education, he reminds us of the fact that some of the most valuable lessons come from experience and happen in the most unexpected way. Sometimes we don't even consciously realise that we are learning until when we look back to it with hindsight after a long period of time.

CMCE Online Showcase: 'Navigating Uncertainty', Tuesday 24th June, 5.00 pm

Over the next few months, we have two upcoming events. The first is our [next showcase](#) that will take place on Tuesday, June 24th at 4pm. Authors, Bruce Garvey, who provides specialist support for organisations faced with high levels of uncertainty and complexity, and Adam Svendsen, an Associate Professor at the Norwegian Defence University College (NDUC/FHS), will present and discuss the findings of their recently published book, ["Navigating Uncertainty Using Foresight Intelligence"](#), and will describe different methods for analysing a range of business concerns. They will evaluate the use of Generative AI tools such as OpenAI's ChatGPT and Google's Bard/Gemini to support these methods and discuss how the emerging discipline of Causal AI may work better for foresight and scenario activities. Book your place [here](#).

The second is our next online roundtable ["Accelerating Corporate Performance"](#) on Tuesday, July 1st 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.

Our main feature this month is ["Building a consultancy that lasts: how leaders are scaling smarter with the right support"](#), written by Marc Jantzen, Founder & CEO, The Consultancy Growth Network. In his piece, Marc shares a few details about [The Consultancy Growth Network](#), a peer community that works closely with consultancy owners and senior leadership teams to accelerate the maturity of their business. Marc includes information on a free trial, with access to some of the Network's key resources, to solve some of the most common challenges that growing consultancies face. It's an ideal, risk-free way to see how the right network can help accelerate your growth and position your consultancy for lasting success.

In this edition, our [In-Brief section](#) includes a series of articles focusing on a range of current topics such as talking to clients about value, what businesses should prepare for, and the service-profit chain.

Finally, this month's 'From our archive' features three articles in the "Starting a consultancy business" series, written by Calvert Markham, former Director of the Centre, to provide basic guidance on starting and running a consultancy business: [Part 2: Working out your fee rate](#), [Part 3: Pricing and terms of business](#) and [Part 4: Promoting your services](#).

The Newsletter Editor

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