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# The Politics Of Management Consulting

**Steinar Bjartveit, Göran Roos**

## **The Politics Of Management Consulting:**

*The Politics of Management Consulting* Gerald L. Moore, 1984 Case study examining the intended and unintended effects of management consultancy intervention with an extended theoretical discussion reviews organization development management and behavioural sciences theories compares people oriented human relations and task oriented approaches discusses techniques and games used **Bibliography** *Building the New Managerialist State* Denis Saint-Martin, 2000 In the 1980s and 1990s the world of governance witnessed a far reaching change from the Weberian model of bureaucracy to the new managerialism a term used to describe the group of ideas imported from business and mainly brought into government by management consultants Over the past fifteen years the British French and Canadian governments have spent growing sums of money on consulting services and as a result policy makers inside the state have increasingly been exposed to the business management ideas that consultants bring into the public sector Nevertheless there are major differences in the extent to which reformers in the three countries embraced these ideas in the process of bureaucratic reform Accordingly this is a book about policy change and variation It seeks to explain why the changes produced by the new managerialism have been more radical in some countries than in others *Building the New Managerialist State* shows that the political reception given by governments to managerialist ideas has been significantly shaped by the openness of policy making institutions to outside expert knowledge and on the organization development and social recognition of management consultancy

*Management Consulting* International Labour Office, 2002 New topics covered in this edition include e business consulting consulting in knowledge management total quality management corporate governance social role and responsibility of business company transformation and renewal and public administration **Management Consultancy** Philip Sadler, 2001 Written to mirror the MSc in Management Consultancy beginning in January 1998 this is the first book to cover consultancy in its entirety in a practical and accessible manner Each chapter is written by an expert in their field

**The Consulting Trap** Chris Hurl, Leah B. Werner, 2024-05-13T00:00:00Z *The Consulting Trap* does a deep dive into how governments have become hooked on private consultancy firms with dire consequences for democratic decision making public accountability and accessible public services Hurl and Werner contend that firms like McKinsey Accenture KPMG and Deloitte increasingly take responsibility for core public services trapping governments in cycles of dependency Through orchestrating tax avoidance for the wealthy while engineering austerity for the rest these firms have created the foundations for the deepening privatization of the public services further entrenching their power Drawing on case studies from Canada and around the world Hurl and Werner investigate how big consultancies leverage social networks institutionalize relationships mine and commodify data and establish policy pipelines that facilitate the quick diffusion of ideas across jurisdictions Drawing from real world examples *The Consulting Trap* offers strategies for how these powerful firms can be resisted using people's audits public consultations access to information requests and social network analyses

*Management Consultancy Insights and Real Consultancy Projects* Graham Manville, Olga Matthias, Julian Campbell, 2017-10-02 The field of management consultancy research has grown rapidly in recent years. Fuelled by the drivers of complexity and uncertainty a growing number of organizations both profit and third sector alike are looking at management consultancy to assist in their aims for development and change. Consultants have become a common feature in organizational change initiatives involved in both providing advice and in implementing ideas and solutions. However despite this growing recognition and influence management consultancy is still often misunderstood or criticized for its lack of theoretical underpinning. The book seeks to address these issues by offering applied theoretical insights from academics that both teach and practice management consultancy. Written by recognized experts in their field the contributors combine original insights with authoritative analysis. Uniquely this book identifies emerging themes with critical discourse and provides rich empirical case study evidence to show the reader how management consultancy projects are implemented. Real world international consultancy projects are featured as written up cases featuring organizations from multi national corporations to the public sector. Written for graduate level managers or those who have practical leadership experience this book will enable readers to apply management consultancy models beyond a classroom context.

*Journal of Management Consulting*, 1990 The forum for management consultants worldwide

**De consultancy industrie** Mariana Mazzucato, Rosie Collington, 2023-05-17 Dit boek moet het begin van het debat zijn hebben we al die consultants echt nodig. Rutger Bregman Er was een tijd dat vooral bedrijven zich door consultants lieten adviseren. Sinds de jaren tachtig schakelen ook overheden en instellingen op grote schaal consultancybureaus in. Inmiddels zijn we te afhankelijk geworden van bedrijven als McKinsey PwC Deloitte en KPMG Consultancy belemmert innovatie en vertroebelt zakelijke en politieke verantwoordelijkheden. De adviesbureaus wekken ten onrechte de indruk objectieve expertise aan te bieden. Heel veel belastinggeld vloeit naar de adviessector maar de toegevoegde waarde is twijfelachtig. Mazzucato en Collington leggen machtsverschuivingen en afhankelijkheden bloot. Ze pleiten voor financiële en intellectuele versterking van overheden en instellingen. Ze laten zien hoe daarmee de publieke sector en onze democratie weer versterkt kunnen worden. Zeker voor de aanpak van grote maatschappelijke vraagstukken als de klimaatcrisis en de groeiende ongelijkheid in de wereld is een herijking hard nodig.

*Management Consulting*, 1986

**The Human Resource Management of Political Staffers**

Jennifer Lees-Marshment, 2023-12-22 The Human Resource Management of Political Staffers. Insights from Prime Ministers Advisers and Reformers explores the human resource management of political staffers and advisers who work for politicians. Deeply grounded in the experiences of those who worked in the highest political offices under Prime Ministers Boris Johnson, Justin Trudeau, Scott Morrison and Jacinda Ardern it makes the case for better management of staffers by illuminating past problems with the workplace such as extreme workloads, little work life balance and lack of orientation and training. But it also offers a way forward by combining ad hoc positive experiences into guidance for future best practice. Drawing on

interviews with advisers staffers and practitioners working on HR reform in politics in four countries the UK Canada Australia and New Zealand it provides a research informed best practice guide for the staffers advisers their managers and reformers which offers practical advice on how to recruit orientate and train manage and support staffers and advisers appropriately within the complex political environment It also conveys the highly skilled roles staffers undertake and the democratic contribution they make The Human Resource Management of Political Staffers is a must have guide to current and future advisers politicians and ministers Human resource management for political staffers is important not just for the individuals but to enable taxpayer funded staffers to perform more effectively which will in turn help elected politicians deliver for voters Chapters Chapter 9 of this book is freely available as a downloadable Open Access PDF at <http://www.taylorfrancis.com> under a Creative Commons Attribution Non Commercial No Derivatives CC BY NC ND 4 0 license

**Management Consulting in Central and Eastern Europe** Milan Kubr,1991      **Management Consulting** Milan Kubr,1996 Widely recognized as a key reference work on the practice of consulting this guide offers an extensive introduction to professional consulting its nature methods organizational principles behavioral rules and training and development practices      **Scandinavian Perspectives on Management Consulting** Steinar Bjartveit,Göran Roos,2005

Merchants of Meaning Hans Clifford Kabat Nesseth,2001      *The Saturday Review of Politics, Literature, Science and Art* ,1879      Building a Business of Politics Adam Sheingate,2015-12-01 Political races in the United States rely heavily on highly paid political consultants who carefully curate the images of politicians advise candidates on polling and analytics and shape voters perceptions through marketing and advertising techniques More than half of the 6 billion spent in the 2012 election went to consultants who controlled virtually every aspect of the campaigns from polling fundraising and media to more novel techniques of social media and micro targeting These consultants play a central role in political campaigns determining not only how the public sees politicians but also how politicians see the public In Building a Business of Politics author Adam Sheingate traces the history of political consultants from its origins in the publicity experts and pollsters of the 1920s and 1930s to the strategists and media specialists of the 1970s who transformed political campaigns into a highly profitable business Today consultants command a hefty fee from politicians as they turn campaign cash from special interest groups and wealthy donors into advertisements polls and direct mail solicitations characteristic of modern campaigns The implications of this system on the state of American democracy are significant the rise of the permanent campaign brings with it the rise of a permanent campaign industry A professional political class stands between the voters and those who claim to represent them influencing messages on both sides Sheingate not only shows how political consultants have reshaped politics though he also covers recent developments like the commercialization of digital campaign tools and the consolidation of the political consulting industry into global media conglomerates Building a Business of Politics is both a definitive account of the consulting profession and a powerful reinterpretation of how political professionals reshaped

American democracy in the modern era    *Professional Service Firms and Politics in a Global Era* Chris Hurl,Anne Vogelpohl,2021-08-31 This volume explores the influence of professional service firms on public policy making from a global perspective Drawing on cases studies from around the world researchers from different disciplines including sociology political science geography anthropology history and management studies examine how professional service firms have generated power in the policy making process The chapters further investigate the structure and organization of these firms and their relationship with public agencies They discuss the impact of strategies techniques and models promoted by these firms on political decision making And they analyze how these firms have contributed to the formation of global policy pipelines facilitating the quick diffusion of policy ideas across time and space Exposing how professional advisors can undermine democratic decision making the chapters in this book explore the potential for resistance and regulation of public private relationships    **Developing a Consulting Practice** Robert O. Metzger,1993-08-17 This handy practical book gives expert advice on identifying and promoting your unique skills and knowledge finding the right clients making successful oral and written proposals and managing the logistics of your new business    [The Consultant's U.S. Statistical Guide and SourceFinder](#) Bermont,1987    **Profitable Consulting** Robert O. Metzger,1989 Offers practical guidelines and clear explanations of the latest management models to assist new or seasoned consultants in marketing their services in a constantly changing business environment

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