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Newsletter, December 2012

Chairperson's Message

In what way can each of our Institutes of Management Consultancy be successful in increasing their membership numbers in this day and age and climate? This seems to be the main topic driving the current agenda of most of the Boards of our IMCs.

In our Annual meeting in Orlando we felt the increasing pressure coming from our members, seeking our support to them in managing this priority, capitalising on the benefits of, and added value from, their membership in ICMCI, access to the networks provided by all of the IMCs, and thanks to the value produced from all of us at global level.



In designing the Breakthrough Strategy, ICMCI has assumed this as its priority. With the series of BS projects now ready to start, we will share the outcomes in terms of tangible value and services to our members, making them able, at national level, to increase their offerings, attractiveness and value to their own national community of Management Consultants.

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Constantinus Award Gala 2012



In the course of the 2012 ICMCI Biennial Congress in Orlando the second Constantinus International Award was bestowed.

Six countries participated in this award (Austria, China, Great Britain, Hungary, Norway, and Slovenia). Each country had the opportunity to nominate up to three projects. The outcome was a total of 14 national "best practice"-projects from all over the world submitted to the Constantinus International Award. Those projects were then presented to an international jury of professionals in the branch. This jury had the difficult task of evaluating these excellent projects and choosing "the best of the best". After a three-week-evaluation period, the winners were determined.



ICMCI

The gold medal and the three silver medals of the Constantinus International Award 2012 go to...

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ICMCI 25th Anniversary publication



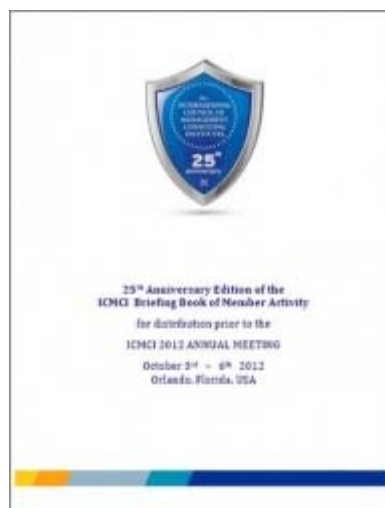
A commemorative publication was presented at the Orlando business meeting. This publication, which was edited by Angelo Kehayas of South Africa, depicted the history of the ICMCI over 25 years and had numerous topical articles of interest, covering the major achievements of the ICMCI.

The magazine makes for interesting reading and is worth retaining as we proceed to the next 25 years of the ICMCI. The magazine was well received by all delegates in Orlando and each delegate received a personal copy of the printed magazine in glossy format.

The magazine can be downloaded in PDF format [here](#)

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ICMCI Briefing Book



The ICMCI Briefing Book is a collection of best practices and activities of our member institutes. Sharing our 'stories' enables mutuality and cross pollination of strategies while fostering closer relationships with fellow ICMCI Institutes, increasing our ability to work towards organisational objectives and attain better results in both our individual practices and joint projects within the Management Consulting industry. This is the third edition of this

book. An incredible value for learning and leveraging the effectiveness of each IMC in their country.

The Briefing Book can be downloaded in PDF format [here](#)

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AMCOR - Professional Corner Meeting



On Thursday, October 25th 2012, the second Professional Corner meeting took place. Among the topics discussed during the meeting were the Romanian Public Procurement Procedures and Consultancy Fees.

Special guests of the event were Mr. Catalin Hristea (PM Solutions), Ms. Cristina Macarie (AAM Management Information Consulting), Mr. Mihai Tcaciuc (information officer at the Information Centre for Structural Instruments), Mr. Mircea Fechet (ANRMAP's Vice-President), Ms. Aurelia Mogosiu (Head of department at ANRMAP) and Simona Turcu (Senior Consultant at BDO Business Advisory).

The moderator for the event was Mr. Sorin Caian, President of AMCOR.

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IMC Australia National Forum



Optimising the Consulting Experience ... Working Smarter Together

On Saturday 17 November, the IMC in Australia held its annual Forum in Sydney. A total of 63 members and guests attended. Thirteen speakers gave a total of 10 presentations, which built upon the recent IMC publication '[Management Consulting: An introduction to the methodologies, tools and techniques of the profession](#)':

1. Bridging the implementation gap - Alan Schwartz
2. Communications for complex ideas: Making abstract concepts interesting to media, policy makers and intelligent lay audiences – Leonie Phillips & Parnell Palme McGuinness
3. Crowdsourcing management consulting talent - Laurence Lock Lee
4. Diagnostic consulting : A revenue generator for the practice - Linda Kerkmann
5. Negotiating your way out of a consulting jam ... personal reflections - Michael Hudson
6. 'Referrers are as rare as hen's teeth' - Nathan Williams
7. Solving the mystery of performance - Lisa Rubinstein
8. Stump the Strategist - Ashton Bishop & Jeffrey Cooper & Adam Long
9. The seven keys to develop and maintain best client relationships, including more productive meetings - Yvonne Collier
10. 'Why we put all our fees at risk every time and you should too!' - Luke Dutton.

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Professional Association Alliance - CMC Canada



The Certified Management Consultant (CMC) designation is a complimentary designation to many others. CMC-Canada has developed alliances with other organizations representing professions and designations whose members would benefit from consulting expertise and the CMC designation, including: Certified Management Accountants (CMA), Chartered Accountants (CA), Certified Agriculture Consultants (CAC), Professional Biologists (APB), Human Resource Professionals (CHRP), and Canadian Telecommunications Consultants (CTCA).

More details can be found at www.cmc-canada.ca

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