



Certified Management Consultant

September 2014



Outline of session

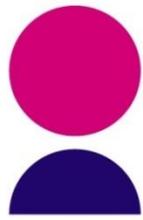
1. Benefits of CMC
2. Eligibility criteria
3. Benefits of and routes to CMC - Professional discussion and virtual
4. Recertification
5. Practice membership
6. Discussion



Introduction

- CMC is the mark of a competent and confident consultant
- CMC is the only internationally portable consultancy award and is recognised in 67 countries via ICMCI
- The IC is the only organisation in the United Kingdom able to award the CMC

International standard based on recognised best practice



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Benefits of CMC

- Hallmark of professional consultant; proves your ability to provide solutions to client business needs that create value
- Independent endorsement – demonstrates that you have the experience and knowledge to deliver impartial and professional advice
- Stand out from peers – differentiates you as a consultant that delivers high-quality services
- Sets the standard for what is expected of preferred suppliers of consultancy services
- International recognition
- Preference on National Register
- Personal development and reflection on current practice, etc.

Adding value to individuals and clients

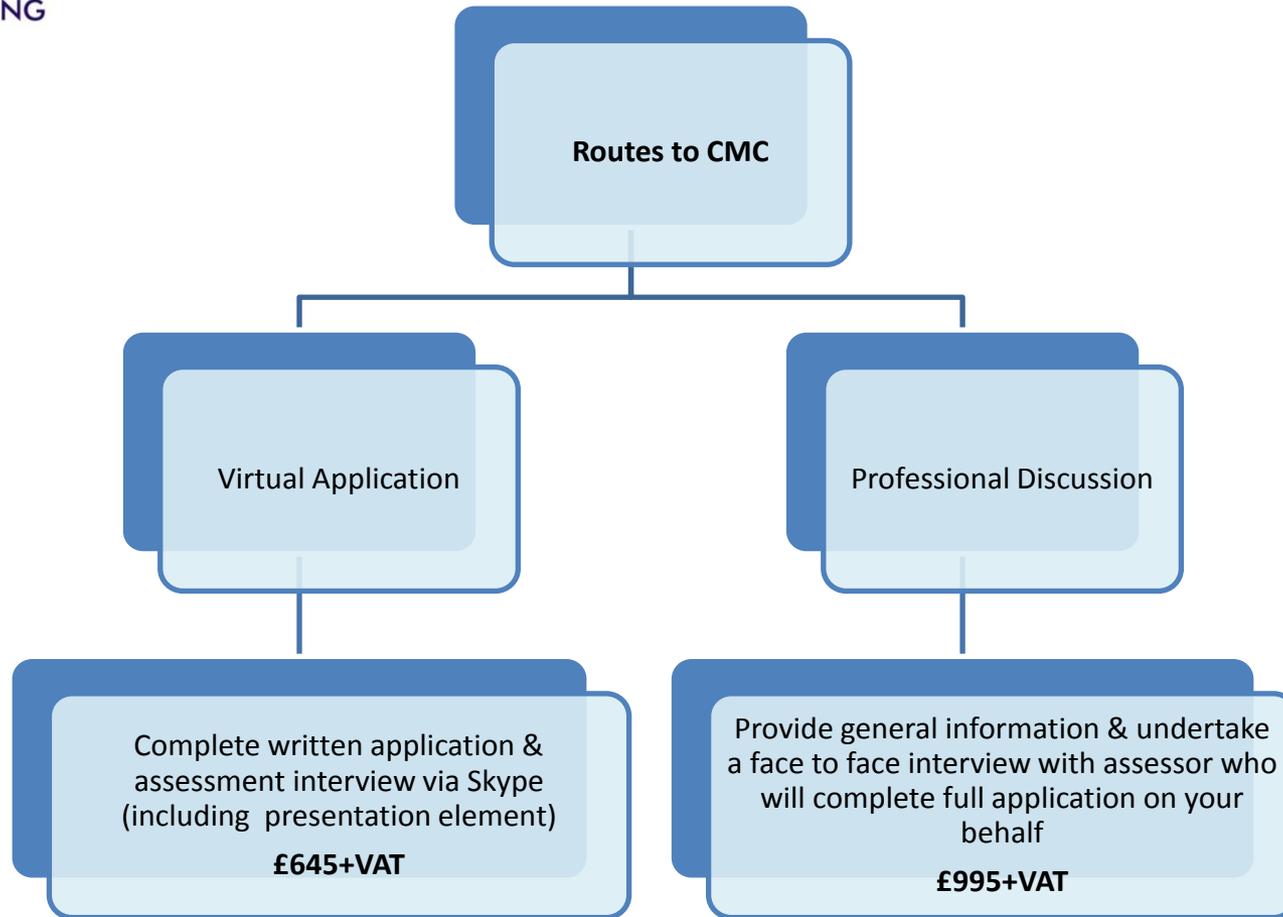
Benefits of CMC

“CMC is an independent endorsement mapped to professional standards and competences. By achieving this award, you indicate to clients and peers that you have been independently verified against universally accepted standards for experienced business consultants.”

Eligibility criteria

- Individual experience varies considerably. As a guide, candidates must have:
 - Full Member or Fellow membership of IC
 - 3 years experience as a Management Consultant
 - Relevant qualifications/experience to underpin competence
 - Experience in all elements of the consulting lifecycle
 - Clients who value the contribution, delivery and impact you make to their business
- IC website, www.iconsulting.org.uk provides advice on candidates' eligibility

Routes to CMC



Different routes to suit individual needs



Professional discussion benefits

- Preferred option
- Provides maximum one-to-one interaction with assessor, in person
- Assessor collates evidence and prepares the majority of the paperwork
- Less onerous than assessment centre/observed group discussions/case studies previously used
- Supportive and encouraging, yet robust
- Challenges and stretches candidates
- £995 + VAT

Robust yet minimises paperwork and effort



Professional discussion: application process

- Registration
- Candidate submits application form - Part 1 only
- Application form Part 1 is reviewed by the assessor who arranges a telephone call to check suitability of case study and to answer any questions about the process
- On-site Professional Discussion meeting – assessor collects information from the candidate to enable assessment and completion of Part 2 of the application form
- Moderation by a second assessor

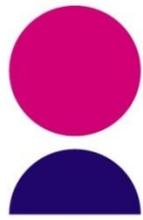
Virtual route benefits

- Flexible – apply your own pace; no need to travel for an interview or assessment centre
- Costs minimised by the candidate completing most of the paperwork rather than the assessor
- Provides one-to-one interaction with assessor via videoconference
- Accessible – cost of £645 + VAT



Virtual route: application process

- Registration
- Candidate submits written application form (parts 1 and 2)
- Assessor reviews and provides feedback if amendments are necessary
- Assessor will then contact you to arrange a date and time for your assessment interview via videoconference
- 48 hours before interview, candidate forwards a PowerPoint presentation based on the main assignment from the application to the CMC team who will ensure the assessor has access to this
- During the assessment interview, candidate delivers a 15 minute presentation followed by a 30 minute interview with the assessor
- Assessor then finalises the assessment and application is moderated.



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Recertification

- Takes place once every three years
- Is based on the candidate:
 - Completing a recertification from demonstrating that you are still meeting the core CMC competencies
 - Providing a client reference
 - Providing an up-to-date CPD record
- Recertification process designed to be inexpensive (£100+VAT and on-going membership fees) and to minimise time input from the candidate



Testimonial

“Working toward the CMC gave me confidence and provided my superiors and clients the assurance they sought to allow me to take on more challenging tasks.”

Senior Consultant - Atkins Management Consultants

Practice membership

- Open to any organisation offering consultancy or advisory services
- Practice members agree to enroll the majority of their consulting staff as individual members of the Institute during the first twelve months of becoming practice members, with a proportion in membership at the outset
- Two grades of membership:
 - **Recognised** - in which individual consultants are members of the Institute and the practice ensures they work to the IC Code of Professional Conduct and Practice
 - **Premier** - in which a proportion of the practice's consultants, agreed with IC, have achieved CMC



Accredited practice membership

- Practices who wish to award CMC to more than six employees per year can also apply for accreditation.

Benefits:

- Independent, external recognition of the standards of internal training and development provision within the practice
- Entitlement to assess own consultants for CMC (with associated financial savings)

Aimed at:

- Practices with a strong commitment to internal training and/or overseas presence.
- Practices that would anticipate awarding more than six CMCs per annum

Ideal for practices who wish to roll out CMC to their staff



Discussion

- Apply online:
 - Via IC website:
http://www.iconconsulting.org.uk/training_and_qualifications/cmc
 - Via the CMC team: cmc@iconconsulting.org.uk
- Discussion