

### Sharing the passion for management consulting - inspiring a generation part 3

How do you explain management consulting to teenagers? It's less difficult than you think with a passionate team of Company members and a handful of IBM apprentices, especially when you pitch it as "solving problems, making the world better, travel, making money and having fun."

Steve Cant, Collette Stone, Nick Bush, Malcolm McCaig and Ron Cruickshank joined yours truly on a virtual rendition of our 'stall' in the latest Livery Schools Link Careers Showcase. By the power of Zoom, we found ourselves in our own break out room with schools rolling up to join us.

We kicked off with explaining what management consulting is – "change through wisdom", naturally - and its relationship to problems and change: noticing, suggesting, fixing and changing from 'what something is' to 'what it wants to become' using expertise, experience and resources. We talked about what management consultants actually do - make things more efficient through logic and flow and finding better ways of doing things - and how we do make the world better: vaccine rollouts, better banking, new forms of education, better government as well as helping organisations become more efficient and effective.

We shared the skills and experience we need – from technical skills to soft/process skills - the travel and global opportunities (working in varied locations and different cultures), the pay and career pathways before summing up what management consultancy meant to us and how projects contributed to the greater good.

*[Specialisms and technical expertise (e.g. numbers, technology, marketing, influencing, planning and organising) + Process toolkit (interviewing, report writing, problem solving, presentations, communication) + Knowing more about something than the client and sharing previous experience = result]*

The wisdom of Company members was complemented by our apprentice supporters - recruited from IBM via their L&D Leader in the IBM Early Professionals Programme (a link originally developed by PM David Johnson) and bringing a fresh new perspective to the discussion. Max, Euan and Vanessa contributed their early experiences and emerging career discoveries, their love of problem solving, client interaction and collaboration as well as the virtues of IBM Garage <https://www.ibm.com/uk-en/garage>

The schools varied in their degree of interaction but we got plenty of good questions and a fun time was had by all.

If you're still wondering what management consultancy is, it's "Helping to create change, learning, using skills and expertise and working with diverse people solving diverse problems and making a difference in the world." So that's that sorted.

We will leave a few final words to apprentice Max who described "having a Swiss Army knife of solutions so you can pick the best for your client". Honestly, why wouldn't you want to be a management consultant?

Thank you to all the members for contributing time and prep and especially to Kate Ross and the apprentices from IBM. And finally to Livery Schools Link for making it happen. Next year we hope to be back in the Guildhall for a face-to-face event and the 'Lifting the Mace' competition!

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