



*The home of professional
management consultants*



IMC – The association of
management consulting
professionals

Engaging a
professional
Management
Consultant
IMC Consultant

“ The ability to learn faster than your competitors may be the only sustainable competitive advantage. ”

(from 'The Fifth Discipline') - Peter Senge

In planning your future the right advice can fast forward your business success. Secure your survival and competitive advantage by **engaging** an IMC management consultant.

Professional consultants can really help you to learn and adapt faster with fewer errors.

“ I think real innovation in ideas requires the bridging of different disciplines. ”

- Prof Michael Porter, 2007

Who is IMC?

Since 1969 the Institute of Management Consultants (IMC) has secured better outcomes and peace of mind for clients by enhancing the professional competence of IMC members.

Today, the IMC is still the only organisation setting standards for management consultants in Australia requiring consultants to adhere to:

- Rigorous selection policies
- The IMC Code of Professional Conduct
- Ongoing Professional Development
- Demonstrating their work is in accordance with ISO 20700:2017 Guidelines for Management Consultancy Services
- The pursuit of the international certification for consultants - Certified Management Consultant (CMC).

Certified Management Consultant

CMC is the international certification of management consultants that enables you to identify proven experienced and reliable advisors.

This worldwide certification is achieved after a thorough, demanding assessment process and is recognised in all of the 50 ICMCI member countries.

This means that when you engage an IMC professional management consultant you can be sure of their competency and professionalism.



ISO 20700:2017 Guidelines for Management Consultancy Services



Initiated by ICMCI, the development of this modern standard reinforces good consulting practices and ethical behaviour among practitioners, while focusing on outcomes by defining state of the art successful assignments that meet the requirements of clients.

IMC is accredited by ICMCI to train consultants in how to demonstrate their work according to ISO 20700:2017. An IMC consultant will proudly display the mark as evidence that their engagement, delivery and consultancy processes and practices align with the standard.

The Power of Professionalism

Anyone can call themselves a consultant but it takes a special breed to satisfy the IMC criteria to be a professional management consultant.



“ Nobody can really guarantee the future. The best we can do is size up the chances, calculate the risks involved, estimate our ability to deal with them and then make our plans with confidence. ”

- Henry Ford II

Finding the perfect fit consultant means having a trusted advisor for many years to come. They will help you understand your business, culture, markets, competition and challenges whilst remaining objective and creative.

The purpose of a management consultant. Dr Arthur Turner, Prof of Organisation Behavior, Harvard Business School (2013):

1. Provide information to a client
2. Provide a solution to a given problem
3. Diagnose an existing problem
4. Provide recommendations
5. Implement solutions
6. Build consensus
7. Facilitate client learning
8. Improve overall organisational effectiveness

When you depend on results, choose an IMC certified professional management consultant.

“ The future belongs to the competent. It belongs to those who are very, very good at what they do. It does not belong to the well meaning. ”

- Brian Tracy

Grow Confidently

IMC's unique referral service allows you to find the right consultant 'fit' for your specific situation from a database that includes independent practitioners through to large corporations, experienced in both private and public sectors and with knowledge across all industries.

Increase Certainty

IMC's intensive member-screening process is designed to save you time and money by providing you with consultants that have appropriate qualifications, expert skills, outstanding integrity, a proven track record and exceptional depth of knowledge.

When you need to penetrate new markets, develop and implement strategies including for performance improvement, respond to competitive challenges or review internal procedures, there is an IMC consultant to meet your needs.

Gain access to a world of knowledge

IMC consultants are connected to over 24,500 management consultants in 50 countries through the International Council of Management Consulting Institutes (ICMCI). Benefit from access to instant networks and advice on the many of issues facing international businesses.

Wherever they are, IMC members from varied backgrounds and experiences in Australia and internationally meet to share ideas, attend professional development workshops and learn from one another. When you engage one IMC member you benefit from the knowledge, experience and successful client engagement outcomes from IMC Members and their collaborations to solve client issues.

Make A Difference

Planning for the future while achieving success in the present will enhance your leadership, control and confidence. When your performance depends on results, choose an IMC professional management consultant as your partner and begin to make a difference today.

Begin your search at Find A Consultant

www.imc.org.au or contact the **IMC** on

1800 800 719

“The task of the management consultant is increasingly to build the capacity of clients to make their own assessments and answer their own questions.”

- Peter Block

Stories of Success

“We **engage** IMC management consultants because we need that level of independence. And we also need people that can take us on the journey.”

Peter Noyes

General Manager

Queensland Rural & Industry Development Authority

“As a Director of IMC I personally know many local, interstate and international clients who have found their ideal consultant match from searching the IMC’s Find-A-Consultant online database. I’m sure that the right consultant for your project needs is in there as well.”

John Downes MIMC CMC

CEO, *acorro*

IMC National Vice-President, Membership Chair and Chapter President Vic/Tas

To find your IMC consultant, please contact:

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Suite 999, 45 Glenferrie Road

Malvern VIC 3144

Phone: **1800 800 719** (freecall)

Email: **imc@imc.org.au**

Web: **www.imc.org.au**

“Consultancy is the application of intellectual capital from one company to another. Being able to supply a never ending stream of intellectual capital is, therefore, central to a firm’s ability to thrive.”

- Fiona Czerniawska. “Management Consultancy: What Next”, 2002.