

# [Consultancy project](https://assignbuster.com/consultancy-project-essay-samples/)

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Running Head: CONSULTANCY PROJECT Consultancy Project Consultancy Project   
  
The term consultancy can be defined as " an uncertain and evolving process   
  
conducted by a foreign intruder who muddles through by performing various problem-   
  
solving activities, while trying to maintain high professional standards and still   
  
attempting to meet the needs of the client" or " consulting is an advisory service   
  
contracted for and provided to organizations by specially trained and qualified persons   
  
who assist, in an objective and independent manner, the client organization to identify   
  
problems, recommend solutions to these problems, and help, when requested, in the   
  
implementation of solutions" (Viklund, para. 1, 3).   
  
A consultancy project refers to a project that is implemented by hiring or availing   
  
consultancy advisory services. In a highly competitive and rapidly changing market,   
  
there is no universal view or strategy that each company and/or group will adopt. Current   
  
analysis recognizes that each company, group, and individual has unique pains and needs   
  
In recent two decades the consultancy business has increased tremendously. Companies,   
  
institutions and different utility and services providing organizations are frequently   
  
seeking consultancy for their external prospective and expert opinion, hoping that they   
  
can provide solution to enhance their business and improve the organization effectiveness   
  
and competency. Whether in restructuring, implementing systems, developing staff,   
  
changing procedure, buying new companies or bringing out new product and services,   
  
consultant is being asked to assist in a verity of ways. When a project comes to a   
  
consulting intervention it has a number of objectives both in hiring and providing a   
  
consultancy advisory service. First there are objectives for consulting project itself   
  
indicating what will be accomplished and deliver in a consulting assignment. The other   
  
set of objectives called solution objectives focus on the goal of actual solution that will   
  
ultimately add value to the organization (Phillips, 1999, pp. 64-65).   
  
From organization prospective the basic motivations or reasons involved behind   
  
enlisting consultancy are (Viklund, para. 4):   
  
The company or organization needs an objective and informed opinion only an   
  
outsider can offer.   
  
Possibly also free of influences from internal politics.   
  
Deficient in expertise to achieve the desired goals or objectives.   
  
Insufficient time to complete the task with existing internal resources.   
  
Reduce the risk involved in dealing with issues that could be highly stressful or   
  
have adverse outcomes. In simpler terms, to " cover their butts".   
  
The essence of management consulting is to help a client obtain information and   
  
advice which leads to real and lasting solution of a problem. Consultants think, analyze,   
  
brainstorm, cajole and challenge good organizations to become even better by adopting   
  
new ideas. Great consultants are able to step into ambiguous, sometimes hostile situations   
  
and sense what changes need to be made. Great consultants are driven by ideas and a   
  
strong desire to have a positive impact on clients.   
  
There are few essential eminences that a consultant must have to provide   
  
satisfactory services. These are ability to have client engagement in a project, research,   
  
analysis and communication skills, ability to demonstrate exposure to various   
  
technologies, methodologies, standards, practices, and tools and good knowledge of   
  
recruiting, training and mentoring orientation.   
  
  
  
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