
Newsletter, June 2018

President's Update

As consultants we all need to be familiar with new approaches and technologies. We also need to be savvy enough to distinguish fad from substance and to avoid being seduced by sales pitches. Clients want to innovate but they look to us for sound advice on strategic investment choices. This is where we provide insight and value.

Digital transformation is on the agenda for most executives and many consultants are engaged in digital transformation assignments. Guest speaker Ben Guerin, a London based digital strategist, unpacked some of the jargon at IMC events in Wellington and Auckland this month. A number of technologies such as Artificial Intelligence, big data and blockchain were discussed. Linkages with consulting and change management illustrated relevance even to consultants who might not see themselves as being in the technology 'space'. Three particular areas stood out:

- a. The need to look beyond buzzwords and management fads to the ability of technologies and approaches to add value for clients
- b. No matter how rapid or revolutionary the transforming activity is, there is an enduring need to define the client brief clearly and to apply the principles and practices of good management and project management to implementing change
- c. Rapidly changing workplace technologies make it more essential than ever to understand and articulate the ethical issues that come with them.

It was interesting the way a presentation on digital transformation quickly segued into a discussion about ethics. The application of data science can magnify biases and create iniquitous outcomes for customers, moral dilemmas become hard coded into computer programmes. As technologies threaten some jobs, so they create others. Being aware of changes and challenges in the environment in which we operate is essential and as consultants we need to be challenged in our thinking to help us in turn challenge our clients. IMC will focus on hosting events that do just that.

Our Work Programme

Constitution Review

For some time there has been a desire to refresh our constitution to reflect the modern working practices of a professional body. The current council has agreed that we will conduct a review of the constitution over the coming year, including the roles and responsibilities of council members. Any proposed changes will be shared with members in advance of the 2019 AGM where they will be asked to vote on the proposed changes.

Naturally we will be seeking to leverage appropriate expertise as well as input from our members. As such we are reaching out to members for initial input, which will be reviewed at our upcoming strategy day in mid-July. Following this we will be seeking to form a small working group tasked with drafting the changes in line with direction from the council. We hope to have proposed changes available for wider review and discussion by the end of 2018, well ahead of the 2019 AGM in April.

If you have suggested changes to our constitution, or if you would like to express an interest in joining the constitution review working group, please email constitution-review@imcnz.org.nz

IMC New Zealand Strategy Day

Council will be holding the first of its two annual Strategy Days in Wellington in mid-July. We will be placing a particular focus on how to best provide value to our members and the internal processes we need to implement to do this. If you feel there is anything we particularly need to address do let us know president@imcnz.org.nz

IMC New Zealand Website

We are also planning to make a number of changes to the IMC New Zealand website, both to add functionality and to refresh the overall presentation. Again, if you do have any suggestions about features you would like to see do get in touch president@imcnz.org.nz

Events

IMC New Zealand run regular events in both Wellington and Auckland. These events form an important component of our professional development as consultants and also provide key networking opportunities for our members. Our most recent event was Leveraging Digital Technologies, referred to earlier in this newsletter. A number of major digital trends were de-mystified and discussed. It proved an engaging and informative evening and stimulated lively debate.

We always welcome your feedback and suggestions for future speakers. Likewise if you are interested in speaking, organising or sponsoring an event please do let us know

CMC International Conference, Milan October 2018



Making a Sustainable World

Creative Thinking | Digital revolution | Friendly and Disruptive Innovation

CMC-Global and the Italian Professional Association of Management Consultants (APCO) invites you to the 6th CMC International Conference and Annual Meeting of Delegates in Milan, Italy 16-19 October 2018.

This annual event is a great opportunity to hear international speakers, gain an international perspective on consulting and expand your professional networks. The conference is also well-priced and in a great location in Milan. Here is an extract from the trip report of IMC New Zealand's official delegate to the 2015 CMC Conference in The Netherlands:

This was a professional, well-run and well-attended event – one of the best international conferences I have attended. There was a good balance of technical and inspirational speakers and the workshop sessions were fascinating with such an international mix. There were over 30 countries represented including Russia, China, USA, Canada, UK, Australia, Germany, Finland, Austria, Netherlands, Kazakhstan, Brazil, Italy, Lithuania, Ukraine, Greece, Singapore, Hong Kong, South Korea, Bangladesh, Japan...and New Zealand.

Note - early bird registration closes 31st July. For more information and to register: <http://www.cmcglobalmilan2018.it/>

Management Consulting Training Opportunity

World-class management consulting training in NZ

“a really worthwhile investment of both time and money”

Last year IMC brought one of our profession's leading international trainers, Kevin Schwenker FCMC, to New Zealand to deliver the 3 day CMC-Canada *Fundamentals of Management Consulting* course. Five members attended this inaugural event at the University of Otago Wellington Conference Centre, with a further 1:1 coaching delivery in Auckland. The Wellington event was IMC's first ever training course, and probably the first ever public management consulting training course in New Zealand.

For the first time, IMC members were able to access the formal training opportunities that colleagues in Canada, the US and the UK, have long taken for granted (in Canada prospective CMCs must have successfully completed this course before they can apply for accreditation).

The course consists of a half day, self-study advance preparation course then a three day live, interactive, in-person workshop which is broadly based around a typical process for conducting a management consultancy “intervention”. It provides insight into the tools and techniques used by professional management consultants in undertaking such interventions, plus core additional skills around client communications, change management and teamwork.

All five Wellington delegates successfully completed the course and have independently stated that they would recommend this course to others. Interestingly highly experienced consultants got just as much out of the course as less experienced ones.

In their own words, here is what they said to us about this course:

Kevin is a great trainer who knows his subject intimately. He freely shares this knowledge and experience in a very engaging manner. He involves all participants in exercises that replicate real life situations and prepare one for the challenges that lay ahead in management consultancy. I highly recommend this course (Sid Giliomee).

Delivered in case study format, CMC-Canada's Fundamentals of Management Consulting course is brought to life through Kevin Schwenker's deep knowledge and experience across the breadth of the profession, from Federal and Provincial Government, to multinational and local business (Hayden Green).

I really enjoyed the ... course last week and learnt a lot. We had a couple of experienced consultants on the course and it reinforced for me that we continue to learn our whole lives. I highly recommend this course (Amanda Maxwell CMC).

That was a great course, Kevin is an excellent teacher and the course was very focussed. My one concern was that I've been consulting for over 15 years now so wasn't sure if the course was aimed at me or at people early in their career. I needn't have worried, I learned a lot; it was mostly a really good polish on processes and tools I already use, with a few new ones thrown in. But it was, for me, a really worthwhile investment of both time and money (Scott Rodgers CMC).

If you would like to register interest in a public or in-house course by Kevin Schwenker in 2018 please email support@imcnz.org.nz

Membership Updates

We would like to welcome the following new members and look forward to meeting them at our upcoming events:

Karl Gallimore	Affiliate	Wellington
Ashley Mahadeo	Affiliate	Auckland
Andrew Wallace	Affiliate	Auckland

Some reminders:

Fees - a small number of members have not yet paid their 2018 membership fees. If you think this may apply to you don't hesitate to get in touch to check or to arrange payment support@imcnz.org.nz.

Annual PD Reporting – to retain active membership CMC's must complete a minimum of 30 hours professional development per year, and Affiliate Members must complete 20 hours. Attendance at our regular events counts towards this. If you have not yet registered your hours for 2017 please do so here <https://www.imcnz.org.nz/annual-pd-report>

Your Council

Your IMC New Zealand Council members are:

Jacquie Hamer, President	Wellington	president@imcnz.org.nz
Scott Rodgers, Vice President (Acting)	Wellington	scott@linkconsulting.nz
Daniel Merriott, National Secretary (Acting)	Auckland	secretary@imcnz.org.nz
Michael Iddon, Treasurer (Acting)	Auckland	treasurer@imcnz.org.nz
Nesha Andrejic	Wellington	nesha.andrejic@gmail.com
Karen Clarke	Wellington	karen@karenclarkenz.com
Terry Hoskins	Auckland	terry.hoskins@approach.co.nz

Noel Rodgers has stepped down from Council due to other commitments. We appreciate the time and energy he has committed to IMC New Zealand during his time on Council and wish him well in his future endeavours.

Do contact any Council member directly if you have any issues you feel need to be raised, or you would like to become more involved in Council activities



Jacquie Hamer CMC
President
Institute of Management Consultants NZ