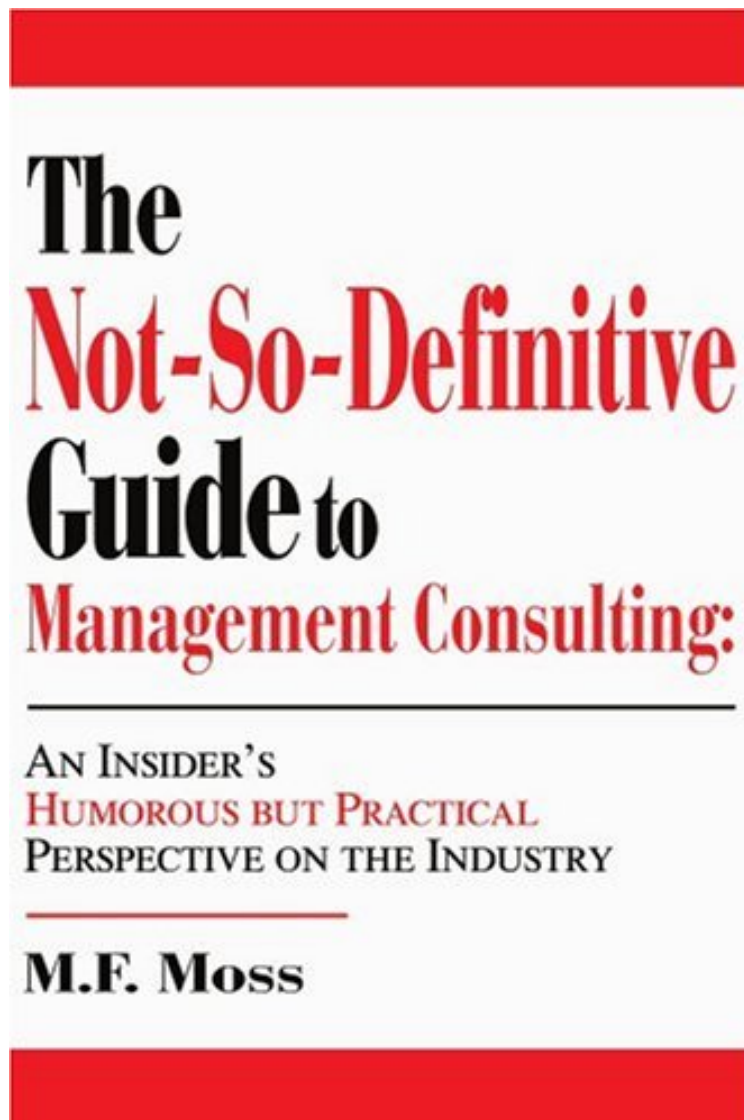


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The Not-So-Definitive Guide to Management Consulting: An Insider's Humorous but Practical Perspective on the Industry

M. F. Moss

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M. F. Moss : The Not-So-Definitive Guide to Management Consulting: An Insider's Humorous but Practical Perspective on the Industry before purchasing it in order to gage whether or not it would be worth my time, and all praised The Not-So-Definitive Guide to Management Consulting: An Insider's Humorous but Practical Perspective on the Industry:

0 of 1 people found the following review helpful. The Reality of Management Consulting Revealed By A Customer M.F. Moss has penned a witty and biting satirical look at the unique and sometimes perverse world of management consulting. This overlooked book breezes through the basics of the industry in order to set the stage and then turns the author's sharp wit loose on a rich medley of fictionalized characters and anecdotes obviously drawn from the painful reality of experience. Reminiscent in many ways to Samuel Shem's treatment of the world of medicine in his classic novel, *The House of God*, the experiences related in this book may leave readers not familiar with the industry almost incredulous. However, those close to the industry will recognize the unimpeachable ring of truth. Management consulting attracts an esoteric collection of personalities ranging from the brilliant and decisive to the callous, sexist, and occasionally stunningly stupid. Ms. Moss delivers them all to us with a graceful mixture of intense sarcasm and tongue-in-cheek humor that is engaging for everyone and essential reading for clients, consultants and, especially, ex-consultants everywhere.

0 of 1 people found the following review helpful. Insightful, entertaining and well worth reading By A Customer In this book M.F. Moss provides a revealing, albeit sometimes irreverent insight into the world of management consulting. Through anecdotal stories and humorous observations M.F. Moss provides the aspiring consultant with knowledge equivalent to their first year's experience as well as some of the most important tools they will need to succeed in their chosen career. A must read for those considering a career in consulting, a humorous introspective for those already in the field and an amusing uncensored peek behind the scenes of the consulting world for the rest of us.

0 of 0 people found the following review helpful. Cynical and hilarious! By Eric I wasn't sure what to expect with this book, and it took me a couple chapters to get into it, but I know just enough about the industry to realize how firmly the author's tongue is planted in the cheek. I thoroughly enjoyed it, and hope to see more from this author.

In an attempt to make sense of the management consulting industry, M.F. Moss provides a fictionalized account of ten years of experience in the industry. No one is safe from the gleaming eye of this management consultant. Equal punishment is given to co-workers lacking in self-awareness, clients who just don't "get it" and bosses who have no business managing rats, let alone people. Are you cut out to be a good management consultant? M.F. Moss' four rules for management consulting success can help you decide. Key criteria include your ability to look good in a suit and your interest in creating colorful slides. Benefit from M.F. Moss' experience through harsh, but true, lessons learned such as: The ability to dress oneself should not be the key hiring criteria. There is no substitute for common sense. Implementation is your enemy. Acting like you know what you are doing is often mistaken for true leadership. Travel along with the author through experiences battling the Sales Prevention Team, bosses who think that a "business case" is the thing you use to carry documents, co-workers who believe that "project scope" is a minty mouthwash, and many more equally frightening characters.

About the Author M.F. Moss was destined to become a management consultant. All throughout childhood, indications of bossiness, a smart-ass attitude, and a drive for success dictated a path into the industry. The author's ten-year career in management consulting spans companies from start-ups to former Big 5 players and everything in between.