



CiCMC

BiTES from BiM

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"Management is efficiency in climbing the ladder of success; Leadership determines whether the ladder is leaning against the right wall."
Stephen R. Covey



CICMC

"Excellence in Management Consulting"

President's Memo

Dear CICMC Member and Colleague

Our Chapter is marching forward!

Congratulations to all participants of the CICMC Course on the Principles and Practices of Management Consulting! This was an important step for both **independent AND internal organisational** consultants, who wish to move forward on the journey to the internationally recognised designation as a Certified Management Consultant. For those who wished to attend, but could not, be assured that we have noted your interest and are planning ahead to provide other opportunities!

We are constantly seeking to build the visibility of CICMC, our members and our colleagues. We will shortly be enhancing our social media profile and encourage you to follow and contribute. Many of you would have seen the feature in the CICMC in the Barbados Business Authority on Monday March 12.

We invite members and colleagues to contribute to our upcoming series of articles on issues promoting Excellence in Management Consulting ... leading up to our activities to celebrate International Management Consultants Day in June.

And remember - it's not too late to register for the CICMC Management Consulting Conference in Curacao April 18 - 20.

Norma Shorey-Bryan, CMC

Principles and Practices of Management Consulting Training (PPOMC) Course

The most recent in the regional series of PPOMC training courses was held in Barbados between February 27th and March 1st, 2018. The workshop was held at the Potter Centre and was facilitated by two experienced and certified members of the CiCMC Barbados Chapter: Norma Shorey-Bryan, CMC, Lead Facilitator and Brenda Pope, CMC, Assistant Facilitator.

The participant group was comprised of ten (10) persons and consisted of a mix of individual consultants and entrepreneurial consultants together with experienced business persons and a legal professional.

The course covered key concepts outlined in the International Council of Management Consulting Institutes (ICMCI) restructured competency framework and had been further enhanced to address emerging issues. With its practical application involving experiential, simulation, role play and group activities, the workshop also enabled participants to develop and practice consulting skills aimed at improving their performance as management consultants.

A simulation exercise on the consulting process enabled participants to experience first-hand some of the key issues in consulting from the perspectives of both clients and consultants. Another practical activity allowed participants to role-play developing and presenting consultant/client interactions linked to the entry and the action planning phases of the Kubr management consulting framework and process. Other topics included:

- Characteristics, qualities and competencies of effective management consultants
- Managing a consulting practice including project and team management
- Pricing strategies and approaches to winning consulting assignments
- Consulting tools and techniques and their use at different stages of a consulting engagements
- Understanding learning and communication styles and implications in the consulting process
- CiCMC code of conduct and professional ethics and hands-on ethical dilemma exercises
- Requirements and process to attain the CMC designation including approach to engagement summaries.



Norma Shorey-Bryan, CMC, lead facilitator, conducting the session on the competency framework



The 2018 Barbados PPOMC cohort all smiles at the end of the very intensive 3-day training workshop



Participants in practical role-play working as Consultants and Clients, with others as Observers, around one of the real-world consulting case studies



Brenda Pope, CMC, leading the session on building and managing a successful consulting practice

Welcome to our newest Board member

We are pleased to announce that Suzette Clarke has graciously agreed to take on the responsibility for our chapter secretariat activities, and officially joined the chapter board in February. Suzette has already hit the ground running and is playing an invaluable role in our leadership unit. She has also agreed to assist some of the working groups formed out of our strategic planning.

Welcome aboard Suzette!!



Suzette Clarke

Media Buzz ... Social and otherwise

We are excited to announce the launch of our Public Relations and Marketing efforts! On the 12th of March, CiCMC was featured in the Business Authority. The article presented the board members and highlighted our focus on excellence in management consulting.

On the 18th March, our Facebook and LinkedIn pages will go live. We invite you to like and share them among your colleagues and friends. We have some exciting plans in the future and we encourage you to stay tuned and engage with us on social media as we develop and promote world class Barbadian consultants.



Print media coverage clippings

Upcoming Events ... Save the Date

Reminder to **Save-the-date!!!** in your calendars for the following activities which are already planned or confirmed.

Date	Event	Location	Comment
April 24	Chapter meeting and webinar	Barbados, TBD	CiCMC Barbados
April 18 th -20 th	CiCMC annual conference	Curacao	Registration is still open
June 7 th	Global Management Consulting Day Event	Barbados, TBD	In collaboration with ICMCI and CiCMC regional



Our upcoming CiCMC annual conference will be held on the picturesque island of Curacao.

Conference Theme:
**“Breaking Barriers:
 Managing your Practice,
 Improving your Product and
 Partnering for Success”**

Resource Roundup

Resource: Good to Great, by Jim Collins

Type: Book

Description: Stanford business professor Jim Collins sets out to ask the question: why do some companies become great, while others languish at merely good? From analysing companies that were good performers and then got even better, Professor Collins derived some common characteristics. He discovered that by combining disciplined people, disciplined thought and disciplined action, companies can build up and break through the barriers that hold them back from greatness.

Post Training “Mix and Mingle”

On the final afternoon of the PPOMC training, after the presentation of certificates, a few CiCMC members and board members joined the 2018 cohort for a short “Mix and Mingle”, to discuss over light refreshments, their feelings about the recent course and the impact it will have on their approach to consulting going forward.



Participants chatting with other Board and chapter members immediately after the course

Submitted by: Gregory Hinkson, CMC, Managing Director/Principal Consultant, SAMDOR Services Limited; gregory.hinkson@samdorservices.com

My Reason: This book was recommended to me by a former boss. I have used and continue to use the concepts in this book in mentoring entrepreneurs. If you are to succeed as an entrepreneur, your primary option is to strive for greatness. While the lessons in the book were geared for business these are readily applicable to making the leap to greatness in your own life.



Some of the participants receiving their certificates from lead facilitator, Norma Shorey-Bryan, CMC

We welcome your feedback and suggestions for future issues of **CiCMC BiTES from BiM**, please send us:

- short, relevant articles
- news of your activities that you want to share
- brief descriptions of MC opportunities that may be of interest to others
- announcements of upcoming workshops, seminars, conferences and so on
- internet links of value to members
- ideas for activities and events you would like the chapter to undertake



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