



The Observatory of the Consulting Practices

The first Observatory dedicated to the consulting jobs in management, organization and information technologies, led by a Master, with the collaboration of : students, teachers-researchers and partner companies.

PRESENTATION OF THE PROJECT

• Nature of the project

The Observatory of the Consulting Practices was introduced by Jérôme Grignon (Consultant at Atos Consulting and a former student of the Master) in collaboration with the Directors of the Master in Business Consulting, Anthony Hussenot and François-Xavier De Vaujany.

This Observatory is the first project combining professionals of the consulting jobs, the teachers-researchers, as well as the students, to follow and study the trends in the following sectors:

Management, Organization, Information technologies.

This study has to main objective to improve the understanding of the consulting sector and consultant's job by highlighting:

- The major evolutions of the market of Consulting.
- The strengths and the weaknesses of the working practices, in particular the modes of coordination between consultants, consultants / customers, consultants / auditors.

• Composition of the Observatory

Operational Comittee

Piloted by Jérôme Grignon, the operational committee led the approach of analysis and prospecting of the evolutions of the missions on the market of the consulting. He consist of :

Jean-François David
Independent consultant

Jérôme Grignon
Consultant at Atos Consulting

Julie Histrimont
Consultant at Accenture

Angelos Kontogiannis
Consultant at CSC

Stéphane-Clélia Bartoli
Consultant at Eurogroup Consulting

Scientific Committee

Piloted by François-Xavier de Vaujany and Anthony Hussenot, the scientific committee led the scientific researches relative to the mission of study of the job and the practices of the consultant. He consist of :

Carine Chemin
Reims School of Management

François-Xavier de Vaujany
University of Paris-Dauphine

Philippe Eynaud
IAE-Dauphine

Patrick Gilbert
IAE-Dauphine

Anthony Hussenot
University of Paris-Dauphine

Christine Triomphe
IAE-Dauphine

MISSIONS & RESULTS

Following two main missions of the observatory, two types of results are expected:

Forward-looking missions

Students of the Master in Business Consulting will make interviews of consulting firms in order to establish the main trends of the consulting sector.



Operational report

«10 main trends of the consulting market»

The information collected with the forward-looking missions will allow to realize an annual report defining the ten main trends in the sector of the consulting.

The operational report will present the trends of the past year, but also a study of the trends to come.

Consulting study

This mission includes all the analysis of the practices of work and coordination between the consultants and/or the auditors. Three areas of research are going to be favored:

- Relation Client-Consultant
- Dynamics of the working environment of the consultants
- Factory of the tools of management by the consultants



Research report

Practices, techniques and consulting organization

Every three years will appear a report presenting research works, while highlighting the results concerning the working practices and the modes of coordination such as:

- Management of the time of the project,
 - Development and uses of tools and technologies,
 - Role of the organizational space,
 - Impact of the relation client-consultant.
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OBSERVATORY OF THE CONSULTING PRACTICES

- **Contacts**

Jérôme Grignon

Director of the Operational Committee

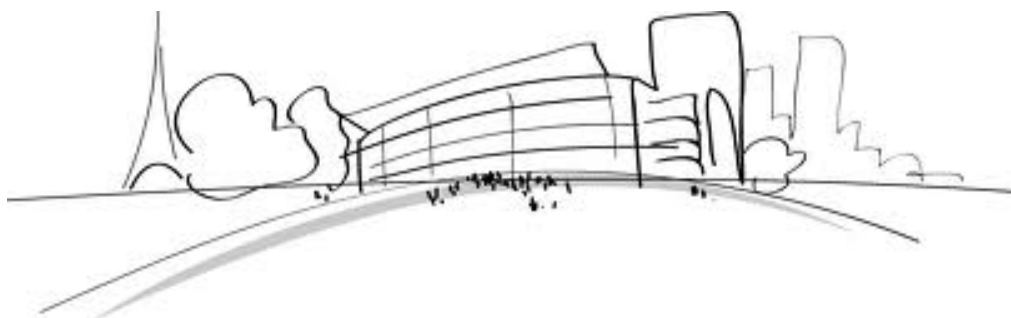
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