

Chapter One

Why Is this Chapter Important?

Chapter one sets out the context for the rest of the book describing the history of management consultancy. It promotes the historical basis of the industry that can be traced back to the 18th century. It also demonstrates that any industry can be promoted due to issues in the external world. For instance, the Glass-Steagall Banking Act passed by the US Congress in 1933 that increased the need for consultancy. In addition, it shows that the industry may also be disadvantaged examining the fall of many consultancies after the 1930's and also the largest consultancy in 1969. This then is highlighted by other issues, such as Universities acting as consultancies, and the advantages and disadvantages of this is provided.

Supplementary material and further case studies

Out of all the chapters, this chapter is best researched by reading through many of the books available on the industry of particular note is McKenna (2006), Ferguson (2002) and Higdon (1969) who all provide a thorough review of the industry. Other texts are also relevant here especially Saint-Martin (2000) and Edersheim (2004). Most of these texts are available for students to buy.

The good sources on the web that look at the historical basis of the industry including:

Web link	Comment
http://www.mckinsey.com/aboutus/wherestarted/	McKinsey's history
http://www.mckinsey.com/careers/who_is_mckinsey/who_we_are/our_history.aspx	Case study on McKinsey's history
http://libraries.mit.edu/archives/exhibits/adlittle/history.html	Interesting resource on AD Little's early activities
http://www.managementconsultingnews.com/interviews/mckenna_interview.php	These two articles from management consulting news giving additional context.
http://www.managementconsultingnews.com/articles/thorp_article.php	
http://www.agcon.com/HTML/site_content/page_episode_1_en.html	The Story of Consulting: 1880 – 1919 by TAG consulting
http://www.agcon.com/HTML/site_content/page_episode_2_en.html	The Story of Consulting: 1920-1939 by TAG consulting
http://www.agcon.com/HTML/site_content/page_episode_3_en.html	The Story of Consulting: 1940 - 1959 by TAG consulting
http://www.agcon.com/HTML/site_content/page_episode_4_en.html	The Story of Consulting: 1960-1969 by TAG consulting
http://www.agcon.com/HTML/site_content/page_episode_5_en.html	The Story of Consulting: 1970 - 1979 by TAG consulting
http://www.agcon.com/HTML/site_content/page_episode_6_en.html	The Story of Consulting : 1980-1989 by TAG consulting
http://www.agcon.com/HTML/site_content/page_episode%207_en.html	The Story of Consulting : 1990-2001 by TAG consulting
http://www.careers-in-business.com/consulting/hist.htm	This is a good round-up of basics in history, especially after the Second World War.

Web link	Comment
http://www.youtube.com/watch?v=ZGwFqUdd_4k&feature=related	Recommended video clip on the history of Accenture
http://www.atkearney.com/index.php/About-us/history.html	AT Kearney's history
http://www.atkearney.com/index.php/Alumni/alumni-at-kearney-history.html	Interesting video clip on AT Kearney
http://www.imcusa.org/?page=HISTORY&hhSearchTerms=history&#rescol_19547	The history of the Institute of Management Consultants USA