

A Sampler of Great Consulting Jokes



Collected and Compiled by David
Malmberg

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ABOUT THE AUTHOR AND THE JOKES



David Malmberg has been a consultant for decades – both internally within major corporations and externally as a Partner in several consulting firms. Dave’s consulting practice focuses on Information Technology, Supply Chain Management, Purchasing and Inventory Management.

For more information, check out Dave’s web-site at www.malmberg-consulting.com

Dave has been collecting consulting and other great business jokes his entire career. Early on, his business colleagues started sharing jokes with him – verbally and via e-mail. This process has continued for many years.

Dave collected the best of the best for this book.

This collection is a sample of those found in the full book which may be ordered from Amazon/Kindle at:

http://www.amazon.com/Gigantic-Treasury-Consulting-Business-ebook/dp/B008HV1YXG/ref=sr_1_2?s=digital-text&ie=UTF8&qid=1341586062&sr=1-2&keywords=consulting+jokes

DEDICATION

This collection is dedicated to all the consultants it has ever been my pleasure to work with -- especially my Partners at CGR Management Consultants www.cgrmc.com.

WHAT DOES IT TAKE TO BE A CONSULTANT?

Two things - gray hair and hemorrhoids. The gray hair makes you look distinguished and the hemorrhoids make you look concerned.

HOW MANY CONSULTANTS DOES IT TAKE TO CHANGE A LIGHT BULB?



Multiple Answers:

A1: I'll have an estimate for you a week from Monday.

A2: We don't know. They never get past the feasibility study.

A3: What kind of answer did you have in mind?

A4: Five. One to change the bulb and four to contemplate how Tom Peters would have done it.

A5: Five. One to change the bulb and four to tell him how much better they could have done it.

A6: It depends - how much money is in your budget...?

A7. None. A good consultant would recommend replacing the light fixture.

A8: None. Consultants don't know how to do anything; they can just tell you how you should do it.

A9. That's difficult to say. First, we need to do a major study to see if you really need light in that area, determine historically why the light burned out, and an analysis to determine whether it's the right kind of light anyway. Then, maybe, we can recommend appropriate action, however, we may need an additional study to determine the light sensitivity of employees visiting the area. After that, we can: develop RFPs and RFQs, evaluate the abilities of various maintenance workers to perform the task, recommend personnel selection, and supervise the activity.

A10: A Total of 25:

- 3 to organize a pre-meeting meeting
- 2 to write the feasibility study
- 6 to run the scoping workshops
- 1 project manager consultant to run everything so far
- 3 to come on board at the power breakfast meeting stage

- 2 to research any previous studies by Forrester and Andersen Consulting about light bulbs
- 8 to write up report and then redraft it

Totaling 25

A11: How many did it take last year?

A12: It depends -- how much money is in your budget...?

A13: None. Consultants don't know how to do anything; they can just tell you how you should do it.

A14: One partner. He holds on to the bulb and the whole world revolves around him.

A15: Have you thought about rewiring your whole house recently?

A16: Three. One to change the bulb, one to document the process and one to coach him on how to conform to the process

A17: Six. One to change the bulb and five to tell him how much better they could have done it

TOP TEN THINGS A CONSULTANT SHOULDN'T TELL A CLIENT

10. That was my first guess as well, but then I really thought about it.

9. You should see the hotel I'm staying at.
8. Hey, I just realized that I was in junior high when you started working here.
7. I like this office space. I'll have them put me in here when you're gone.
6. My rental car looks nicer than that Junker you're driving.
5. Sure it'll work; I learned it in business school.
4. So what do you need me to tell you?
3. Of course it's right; the spreadsheet says so.
2. I could just tell you the answer, but we're committed to a three-month project.
1. What are you, stupid?

CONSULTANT BULL** BINGO**



Do you keep falling asleep in meetings and seminars? What about those long and boring conference calls? Here's a way to change all of that.

1. Before (or during) your next meeting, seminar, or conference call, prepare a card by drawing a square-I find that 5" 5" is a good size. Divide the card into columns-five across and five down.. That will give you 25, 1" blocks.

2. Write one of the following words/phrases in each block:

- synergy

- strategic fit

- core competencies

- best practice

- bottom line

- revisit

- take that off-line

- 24/7

- out of the loop

- benchmark

- value-added

- proactive

- win-win

- think outside the box

- fast track

- result-driven

- empower (or empowerment)

- knowledge base

- at the end of the day

- touch base

- mindset

- client focus(ed)

- ballpark

- game plan

- leverage

3. Check off the appropriate block when you hear one of those words/phrases.

4. When you get five blocks horizontally, vertically, or diagonally,
stand up and shout "BULL****!!"

Testimonials from satisfied "Bull**** Bingo" players:

"I had been in the meeting for only five minutes when I won." -Jack W., Boston

"My attention span at meetings has improved dramatically." -David D., Florida

"What a gas! Meetings will never be the same or me after my first win." -Bill R., New York City

"The atmosphere was tense in the last process meeting as 14 of us waited for the fifth box." -Ben G., Denver

"The speaker was stunned as eight of us screamed "BULL****!" for the third time in two hours." -Kathleen L., Atlanta

TEN COMMENTS PROSPECTIVE CONSULTANTS SHOULDN'T SAY IN AN INTERVIEW

10. I'm a T-shirt and jeans kind of person.

9. Do you pay overtime?

8. I hate flying.

7. I'm useless without ten hours of sleep a night.
6. There are lies, damn lies, and statistics.
5. Do you cover rental cars for collision?
4. Stanford taught me that working in teams is great for slackers.
3. I think three-letter acronyms are for people too stupid to remember whole phrases.
2. Two words: family first.
1. Call it what you want, it still means firing people.

TOP TEN WAYS TO KNOW YOU'RE DATING/MARRIED TO A CONSULTANT

10. Referred to the first month of your relationship as a "diagnostic period".
9. Talks to the waiter about process flow when dinner arrives late.
8. Takes only a half-day at the office because, "Sunday is your day."

7. Congratulates your parents for successful value creation.
6. Tries to call room-service from the bedroom.
5. Ends any argument by saying, "let's talk about this off-line."
4. Celebrates anniversary by conducting a performance review.
3. Can't be trusted with the car, too accustomed to beating up rentals.
2. Valentine's Day card has bullet points.
1. Refers to lovemaking as a "win-win".

THE LAST MAYDAY PARADE

There is also a joke about the last Mayday parade in the Soviet Union. After the tanks and the troops and the planes and the missiles rolled by there came ten men dressed in black. "Are they Spies?" Asked Gorbachev? "They are consultants," replies the KGB director, "imagine the havoc they will wreak when we set them loose on the Americans"

WIFE OR MISTRESS?

A doctor, a lawyer and a consultant were discussing the relative merits of having a wife or a mistress.

The lawyer says: "For sure a mistress is better. If you have a wife and want a divorce, it causes all sorts of legal problems."

The doctor says: "It's better to have a wife because the sense of security lowers your stress and is good for your health."

The consultant says: "You're both wrong. It's best to have both so that when the wife thinks you're with the mistress and the mistress thinks you're with your wife --- you can go to the office and do some work."

THE GREATEST INVENTION OF ALL TIME



An engineer, a physicist, a mathematician, and a consultant were asked to name the greatest invention of all time.

The engineer chose fire, which gave humanity power over matter.

The physicist chose the wheel, which gave humanity the power over space.

The mathematician chose the alphabet, which gave humanity power over symbols.

The consultant chose the thermos bottle.

"Why a thermos bottle?" the others asked. "Because the thermos keeps hot liquids hot in winter and cold liquids cold in summer."

"Yes -- so what?"

"Think about it." said the mystic reverently. That little bottle -- how does it know?"

THE CONSULTANT AND THE GENIE



A management consultant was walking along a Hawaiian beach when he kicked a bottle poking up through the sand. Opening it, he was astonished to see a cloud of smoke and a genie smiling at him.

"For your kindness," the genie said, "I will grant you one wish!" The consultant, laughed, and replied, "I have always wanted a road from Hawaii to California."

The genie grimaced, thought for a few minutes and said, "Listen, I'm sorry, but I can't do that! Think of all the pilings needed to hold up the highway and how long they'd have to be to reach the bottom of the ocean. Think of all the pavement. That's too much to ask."

"OK," the consultant said, not wanting to be unreasonable. "I'm a consultant. Make me understand my clients. What makes them laugh and cry, why are they temperamental, why are they so difficult to get along with, what do they really want from a consulting assignment? Basically, teach me to understand what makes them tick and what I need to do to get the assignment and then get the follow-on project!"

The genie paused, and then sighed, "Did you want two lanes or four?"

THE CONSULTANT IN MEXICO

An American management consultant was at the pier of a small coastal Mexican village when a small boat with just one fisherman docked.

Inside the small boat were several large yellow fin tuna. The consultant complimented the Mexican on the quality of his fish and asked how long it took to catch them. The Mexican replied only a little while. The consultant then asked why didn't he stay out longer and catch more fish? The Mexican said he had enough to support his family's immediate needs. The consultant then asked, but what do you do with the rest of your time? The Mexican fisherman said, "I sleep late, fish a little, play with my children, take siesta with my wife, Maria, stroll into the village each evening where I sip wine and play guitar with my amigos, I have a full and busy life, *senor*."

The consultant scoffed, "I have a Stanford MBA, am a partner in large consulting firm, and could help you. You should spend more time fishing and with the proceeds and then buy a bigger boat. With the proceeds from the bigger boat you could buy several boats. Eventually you would have a fleet of fishing boats. Instead of selling your catch to a middleman you would sell directly to the processor, eventually opening your own cannery. You would control the product, processing

and distribution. You would need to leave this small coastal fishing village and move to Mexico City, then LA and eventually NYC where you will run your expanding enterprise."

The Mexican fisherman asked, "But señor, how long will this all take?" To which the consultant replied, "15-20 years." - "But what then, señor?" The consultant laughed and said, "That's the best part. When the time is right you would announce an IPO and sell your company stock to the public and become very rich, you would make millions." - "Millions, señor? Then what?" The American said, "Then you would retire and live the most beautiful life you ever dreamt of! Move to a small coastal fishing village where you would sleep late, fish a little, play with your kids, take siesta with your wife, stroll to the village in the evenings where you could sip wine and play your guitar with your amigos."

THE RACE



Once upon a time, an American automobile company and a Japanese auto company decided to have a competitive boat race on the Detroit River.

Both teams practiced hard and long to reach their peak performance. On the big day, they were as ready as they could be.

The Japanese team won by a mile.

Afterwards, the American team became discouraged by the loss and their moral sagged. Corporate management decided that the reason for the crushing defeat had to be found. A Continuous Measurable Improvement Team of "Executives" was set up to investigate the problem and to recommend appropriate corrective action.

Their conclusion: The problem was that the Japanese team had 8 people rowing and 1 person steering, whereas the American team had 1 person rowing and 8 people steering. The American Corporate Steering Committee immediately hired a consulting firm to do a study on the management structure.

After some time and millions of dollars, the consulting firm concluded that "too many people were steering and not enough rowing."

To prevent losing to the Japanese again next year, the management structure was changed to "4 Steering Managers, 3 Area Steering Managers, and 1 Staff Steering Manager" and a new performance system for the person rowing the boat to give more incentive to work harder and become a six sigma performer. "We must give him empowerment and enrichment."

That ought to do it.

The next year the Japanese team won by two miles.

The American Corporation laid off the rower for poor performance, sold all of the paddles, cancelled all capital investments for new equipment, halted development of a new canoe, awarded high performance awards to the consulting firm, and distributed the money saved as bonuses to the senior executives.

THE CONSULTANT AND THE SHEPHERD



It was a bright sunny day. In the meadow, Joel the shepherd was tending his flock as he had done for every day of his life, as his father had done, as his grandfather had done before that. The results of their labors? The massive flock currently removing all traces of lush meadow grass.

Off in the distance, the shepherd noticed a cloud of dust approaching along the road. He watched it approach and gradually a BMW X5 resolved within the dust cloud. The sun glinted off its metallic silver exterior. The engine roared through supercharged muscle exhausts.

The X5 passed the gate to the meadow and then, a couple of hundred yards later, screeched to a halt, reversed along the road and drove through the gate. It pulled up in front of the shepherd. The door opened and a tall man stepped out. The shepherd had never seen an Armani suit, didn't know Raybans from regular gas-station shades and certainly had never witnessed \$400 loafers. Until now.

The newcomer strode purposefully up to Joel and thrust out his hand, firmly grasping that of the shepherd.

"Hi," he said.

"Er... Hello?" Joel replied, raising an eyebrow.

Still shaking hands, the clothes-horse smiled at the shepherd. "I have a proposition for you," without taking a breath, he continued onward, "if I can tell you how many sheep are in your flock, in this field, will you give me a single sheep?"

Joel looked at the man. Looked at the sheep. Looked back at the man.

"Go on, then," he said.

The suit walked to the back of the car, opened the hatch and pulled out a Smartphone, a laptop and a satellite dish. His fingers began to work over all his devices, rapidly becoming a blur as he entered figures and checked results. Every so often, he would glance across the field for a moment.

Joel watched this, working hard not to laugh. The guy wasn't even looking at the sheep... How did he possibly hope to count them.

Finally, the suit punched the air.

"Got it!"

He turned to Joel and smiled. "You, sir, have 3,642 sheep in this field."

Joel was stunned. "How... You... How... did you..."

"Am I right?"

Joel nodded, still unable to speak.

"So I can have a sheep?"

Joel nodded again. Give or take the odd one, he was absolutely right.

The stranger picked one up and lifted it into the back seat of the X5.

"Thank you," he said, "I'll be on my way now..."

He walked back to the car and opened the driver's door.

"Just a minute," Joel said from behind him, "if I can tell you what you do for a living, can I win my sheep back?"

The suit thought for a moment. "That seems a bit easy," he said, "you could just keep guessing until you got it right."

"So how about one guess," Joel countered.

"One guess?"

"One guess."

"OK."

Without pause, Joel said, "you're a consultant."

The consultant was dumbfounded. First time. With no clues. "How did you do that?" His voice was full of wonder.

Joel smiled. "Wasn't too difficult," he said, "firstly, you came here without an invitation... Secondly, you got paid for telling me something I already know... And finally, you don't know what you're talking about... So it's obvious you're a consultant."

"But... But I told you how many sheep you have... Of course I know what I'm talking about."

Joel continued to smile.

"If you really know what you're talking about," he said, "how come you've just put my sheepdog into the back of your fancy Jeep?"

SCHUBERT'S UNFINISHED SYMPHONY



A company CEO was given a ticket for a performance of Schubert's Unfinished Symphony. Since she was unable to go, she passed the invitation to a consultant who was engaged in doing a major re-engineering project for her firm. The next morning, the president asked how he enjoyed it, and, instead of a few plausible observations, she was handed a memorandum which read as follows:

1. For a considerable period, the oboe players had nothing to do. Their number should be reduced, and their work spread over the whole orchestra, thus avoiding peaks of inactivity.
2. All twelve violins were playing identical notes. This seems unnecessary duplication, and the staff of this section should be drastically cut. If a large volume of sound is really required, this should be obtained through the use of an amplifier.
3. Much effort was involved in playing the sixteenth notes. This seems an excessive refinement, and it is recommended that all notes should be rounded up to the nearest eighth note. If this were done, it would be possible to use paraprofessionals instead of experienced musicians.

4. No useful purpose is served by repeating with horns the passage that has already been handled by the strings. If all such redundant passages were eliminated, the concert could be reduced from two hours to twenty minutes.

5. This symphony had two movements. If Schubert didn't achieve his musical goals by the end of the first movement, then he should have stopped there. The second movement is unnecessary and should be cut.

In light of the above, one can only conclude that had Schubert given attention to these matters, he probably would have had time to finish his symphony.

CONSULTANT OR PROSTITUTE?

1. You work very odd hours.
2. You are paid a lot of money to keep your client happy.
3. You are paid well but your pimp gets most of the money.
4. You spend a majority of your time in a hotel room.
5. You charge by the hour but your time can be extended.
6. You are not proud of what you do.
7. Creating fantasies for your clients is rewarded.
8. It's difficult to have a family.
9. You have no job satisfaction.
10. If a client beats you up, the pimp just sends you to another client.
11. You are embarrassed to tell people what you do for a living.

12. People ask you, "What do you do?" and you can't explain it.
13. Your client pays for your hotel room plus your hourly rate.
14. Your client always wants to know how much you charge and what they get for the money.
15. Your pimp drives nice cars like Mercedes or Jaguars.
16. You know the pimp is charging more than you are worth but if the client is foolish enough to pay it's not your problem.
17. When you leave to go see a client, you look great, but return looking like hell (compare your appearance on Monday AM to Friday PM).
18. You are rated on your "performance" in an excruciating ordeal.
19. Even though you might get paid the big bucks, it's the client who walks away smiling.
20. The client always thinks your "cut" of your billing rate is higher than it actually is, and in turn, expects miracles from you.
21. When you deduct your "take" from your billing rate, you constantly wonder if you could get a better deal with another pimp.

HALF FULL OR HALF EMPTY?



To the optimist, the glass is half full.

To the pessimist, the glass is half empty.

To the consultant, the glass is twice as big as it needs to be.

ON THE GOLF COURSE



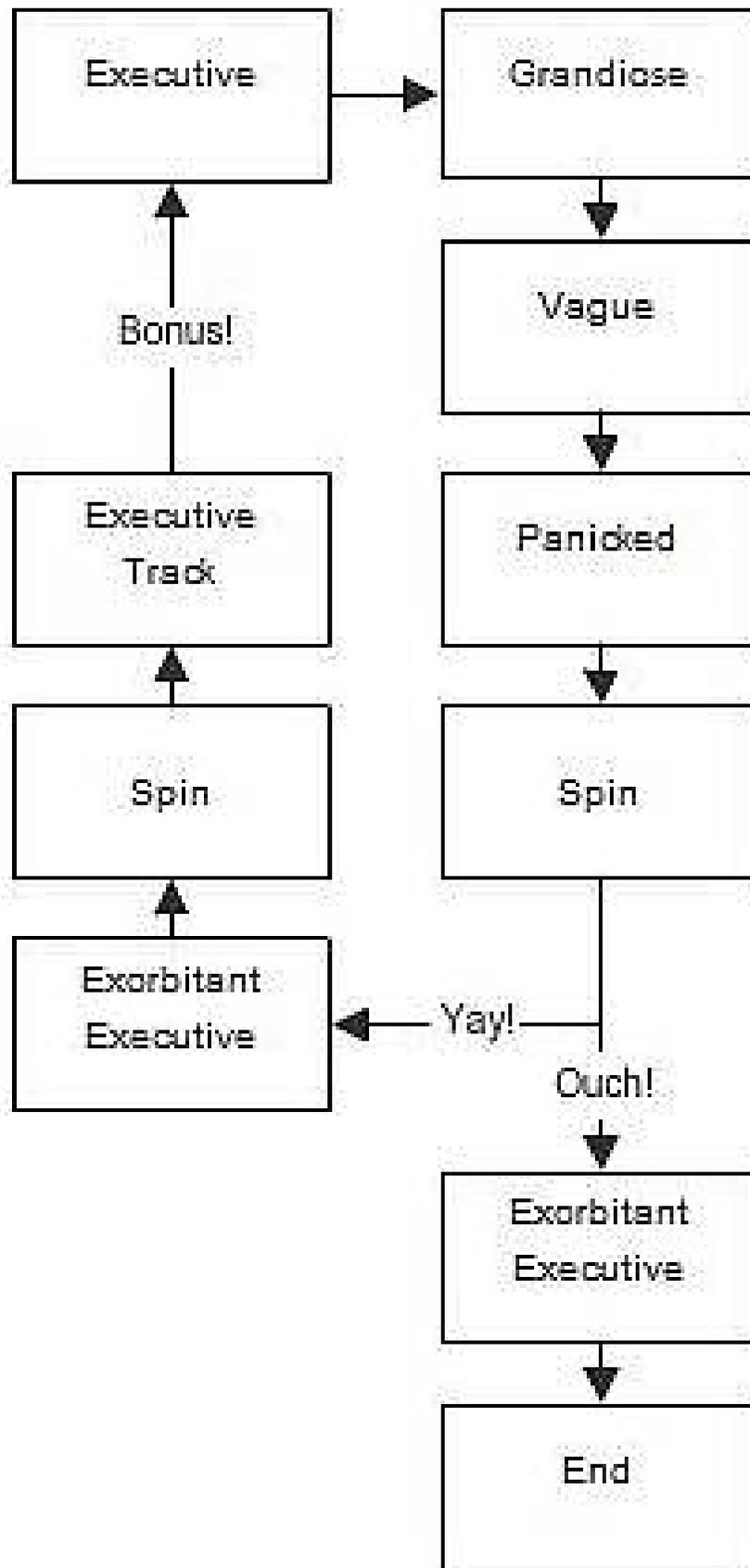
A consultant, a doctor and a priest play golf together. They have a good day but it takes hours and hours to complete the course because the four in front are unbelievably slow.

After the game they go to the club bar and have a drink. The club captain not having seen the new members welcomes them and asks them how their game went. They say how enjoyable it was but not really wanting to criticize they comment on how long the four in front took.

The club captain explains the story that they are four firemen who in a tragic accident at a fire at the golf club house were blinded rescuing players from the bar. They are now honorary members allowed to play whenever they want but they do understandably take a while to complete a round.

The doctor apologizes and says he will get a friend who is a professor in eye surgery to have a free look to see if anything at all can be done. The priest says all his congregation will pray for them at church. The consultant thinks for a while and asks, "Couldn't they play at night?"

CONSULTING PROJECT – TYPICAL STEPS



Step 1 - Executive Stupidity

It doesn't matter where, when or how it happens, there is always a chance that an Executive will have an idea... Come on, we all know it's a possibility, no matter how worrying... Three potential causes:

A conference - nothing like a healthy learning-based environment and benchmarking to drive an urge to do something (no matter how bizarre). When the Executive hears that such and such a company has just spent \$Xm optimizing its global optimization architecture maintenance infrastructure, you just know a similar initiative is headed this way, so get ready to ride the wave!

Annual goal-setting - very important that executives set some lofty, immeasurable goals in place at the start of the year so that they can secure significant budgets and claim savings achievement at the end of the year. Remember when they were called "big, hairy, audacious goals"? We do.

An airplane ride - that's all those in-flight magazines are for, sowing the seed of initiatives.

However, regardless of where the idea comes from, your role is clear: be close enough that you can propose work based upon the appearance of the eureka moment. Then make sure your client secures sufficient budget to do what is proposed three times over (and never lose sight of the fact that you will be earning a percentage of whatever budget you help your client secure). This is especially important if the idea has resulted from the executive attending a conference - in which case, it's highly likely that gurus and your competitors were presenting, proposing that they had most, if not all, of the answers (just not on their slides, you understand...) Footnote: It is important to present at as many conferences as possible.

Step 2 - Grandiose Statements

Your client (and hence you) are in jeopardy.

Based upon the first step of the process, you have helped justify a mammoth project budget with very little in the way of reasoning or business case to back it up.

The answer? Provide communication materials (best delivered in lengthy PowerPoint decks) that claim deliverables you know you will never be able to achieve.

While this may seem counter intuitive, it actually works. In the main, you are pitching to people who are just as gullible... Sorry... enlightened and informed as your client. The trick is to make no reference whatsoever to measurement at this stage.

Here are some examples:

"Our infrastructure will accelerate markedly..."

"The quality of people management will soar..."

"Integration, optimization, stabilization.. Put them together and you have ignition..."

Remember, all you are doing is providing a platform from which to defend the initial spend should you ever be asked. If you follow the next step to the letter, this potential situation should not become a reality.

Step 3 - Vague Nonsense

Whatever happens, do NOT let any non-core stakeholders know anything about what's happening in the project.

This rule applies, but is not limited, to the following:

The project plan (or any document describing it)

Key directional decisions

Delayed milestones (although they should really have no idea of when milestones are due, right?)

Change Management plans and / or approach

It is best at this stage that the only status report any non-core stakeholder receives comes in the form of grapevine whispers (it can sometimes help to start these yourself if there is any chance that a breach of security has occurred).

Definition of non-core stakeholders: Those individuals or groups who aren't paying your bill.

Step 4 - Panicked Implementation

So what if there should have been a project plan?

So what if you've been telling the client for months that they hadn't considered Bobby Stakeholder and his amazing dancing resistance teddy bears

So what?!!

The bottom line is you don't get paid unless this is implemented, so suck it up, take one for the team, step up to the plate, drop and give me twenty if that's what it takes.

You are about to get to know how offices sound when they're empty after everyone has left for the night. If you're not regularly saying goodnight to the cleaning crew as they leave to go home, you're just not trying.

And yes, they do deliver pizza at three in the morning.

Step 5 - Spin

If there is one thing you have been put on Earth to do, it is to make this initiative appear to be an success.

Success? Is that what we said? What we meant to say was...

Earth-shattering...

Astounding...

Amazing...

Stupendous...

TRIUMPH!!!

As your communications will confirm, you have succeeded despite the odds, despite the resistance of key stakeholders, despite the cutting edge nature of your solution. Any negative measurement you've come across must be presented as a learning point and attributed to an element outside of your control:

The previous consulting partner - we shouldn't have to point this one out, surely?

IT - Executives don't understand computers, a convenient piece of information to have squirreled away in your knowledge management database.

Human Resources - if all else fails, blame HR

In other words, at this stage you must make use of your two key tools: the rug to sweep the crap under and the finger of blame. Wield these tools wisely and you will build a rock solid foundation for continued growth.

Step 6 - Exorbitant Executive Severance

Okay... Don't panic...

For whatever reason, your spin has not worked (and we know that you have worked your tail off to make sure it did, so it must be some other causal factor).

Note: try and sell your lessons-learned methodology at this point.

The key here is to ensure the Executive receives a significant settlement to leave the corporation without making a fuss. There are several primary reasons for this:

You want the corporation to paint the Executive as at fault NOT your consulting firm.

You want the Executive to feel that the initiative was beneficial, even if only in the bank balance.

You want to be able to justify your bonus on the success of the initiative - a pleased client is a healthy bonus. Period.

But tantamount in the list of several primary reasons is the simple fact that you need the Executive to secure a successful position elsewhere. And that takes confidence. A \$Xm pay-out is a pretty good way of making sure the Executive aces that next session with the headhunter.

Note: This is a good point to offer your executive outplacement services.

Step 7 - Process Ends

Whatever you do, the Executive's name and home phone go in your black book.

Be prepared to stalk your former client until they're ready to be a client again. Add your former client to your 'exciting prospects' list.

If your client decides to leave the dog-eat-dog, lambs-to-the-slaughter, rat-race behind and go farm salmon in Nova Scotia be sure to assess the likelihood of failure (the Overpoweringly-Rude Awakening Threat Scenario). If this is high, ensure you spend at least one weekend a quarter in the vicinity of the salmon farm displaying obvious signs of wealth - this enhances the sense of withdrawal for your former client (increasing the potential for an O-RATS to occur).

Step 8 - Exorbitant Executive Compensation

Depending on the quality of your spin the initiative is perceived as either an Earth-shattering, Astounding, Amazing TRIUMPH or the pile of crap it actually is.

Note: All enterprize initiatives are piles of crap. You can't do something on that scale without leaving some semi-scatalogical waste behind. Most realists just pray that somewhere in the pile are some nuggets of gold that are worth extracting. If you have succeeded, your client will be rewarded handsomely. Your success is my success is your success is my success...

Expect a glowing client report.

Step 9 - Spin

OK. So your client has been rewarded. Your boss has heard that it's in no small part thanks to the excellence of your partnering. Those two things have happened, haven't they? If not, do not advance until both are assured. Back on track? Good. You are now at greatest jeopardy. Your client may take it into his head that it was all his own good work. You cannot allow this to happen. In this step, you have to persuade the client that the initiative is part of grand strategy and not just the result of Executive Stupidity. This may seem counter-intuitive. Surely the client has a strategy in place? If you haven't learned by now that most corporate-wide initiatives have little more validity than a note on the back of a napkin that you find on the sidewalk outside a diner, then it's time you left the profession. Why are you in jeopardy? Because by the end of this step, you have to:

Ensure all stakeholders perceive your client is the master of a grand strategic intent

Ensure your client believes she is a master of a grand strategic intent

Ensure that no-one understands the grand strategic intent except you (especially the client, whose external confidence should definitely be undermined whenever he is behind closed doors)

Told you you'd have to be good, didn't we?

Step 10 - Executive Track Record

Well done! Thanks to your elegant spin, your client has garnered a reputation as a strategic change god!

Why should you celebrate? Because in major corporations, it is a clear fact that opportunity follows the illusion of success. You have created just such an illusion, so it's time to reap the benefits. Left to their own devices for long enough, it's likely that your client will have an idea (see Executive Stupidity) however why wait for that potential to develop? With your client's success in your back pocket, now is the time to plant those seeds of potential opportunity. Rich seams exist:

Service providers - Your client will undoubtedly be dissatisfied with some aspect of service they receive... Armed with the "I've fixed my part of the enterprise" mantra, encourage a reach across the divide... "help me help them help me help you..."

Clients - Internal or external - if your service offering isn't as good as it should be, it's because they're not requesting it the right way, or buying it the right way, or using the right credit line. Go ahead, encourage your client to make the organization run more smoothly!

Human Resources - If all else fails, you know that HR still runs like it's working in the 1920's. No self-respecting Executive can resist the temptation to get in there and fix it.

Whatever the route, plant the seed, tend the garden and the fruits will be bountiful.

CONSULTANT'S APTITUDE TEST

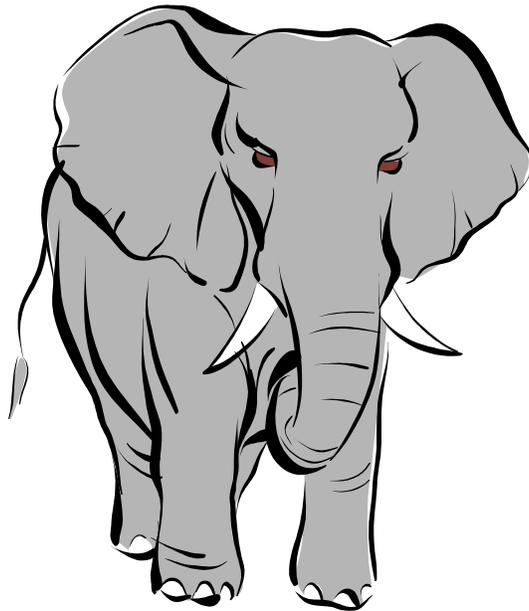
1. How do you put a giraffe into a refrigerator?

Stop and think about it and decide on your answer before you scroll down.



The correct answer is: Open the refrigerator, put in the giraffe, and close the door. This question tests whether you tend to do simple things in an overly complicated way.

2. How do you put an elephant into a refrigerator?

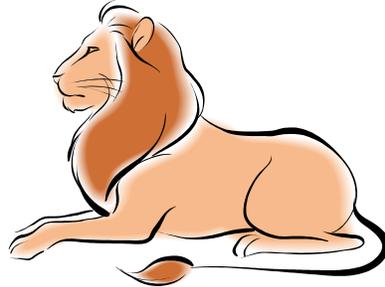


Did you say, Open the refrigerator, put in the elephant, and close the refrigerator?

Wrong Answer.

Correct Answer: Open the refrigerator, take out the giraffe, put in the elephant and close the door. This tests your ability to think through the repercussions of your previous actions.

3. The Lion King is hosting an animal conference. All the animals attend.... except one. Which animal does not attend?



Correct Answer: The Elephant. The elephant is in the refrigerator. You just put him in there. This tests your memory. Okay, even if you did not answer the first three questions correctly, you still have one more chance to show your true ability to be a consultant.

4. There is a river you must cross but it is used by crocodiles, and you do not have a boat. How do you manage it?



Correct Answer: You jump into the river and swim across. Have you not been listening? All the crocodiles are attending the Animal Meeting. This tests whether you learn quickly from your mistakes.

According to Accenture Consulting Worldwide, around 90% of the consultants they tested got all questions wrong, but many pre-schoolers got several correct answers. Accenture Consulting says this conclusively disproves the theory that most consultants have the brains of a four-year-old.