



CERTIFIED
MANAGEMENT CONSULTANT

Consultants



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Institute of Management Consultants Hong Kong (IMCHK) - Newsletter

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About IMCHK

The Institute of Management Consultants Hong Kong (IMCHK) is the professional chapter and qualifying body for management consultants in Hong Kong. IMCHK was established in 2000, aiming at setting and maintaining high standards of quality, independence, objectivity, and integrity for Certified Management Consultants (CMC) originating in Hong Kong and Macau. IMCHK is representative of Hong Kong in the International Council of Management Consulting Institutes (ICMCI). ICMCI has over 60,000 CMC members worldwide.



President's Message

Summer comes fast and it is a season full of vibrant events!

Out of the many events is the ISO 20700:2017 Use Case Competition. So far, we have received several submissions and they are being evaluated. Upon finalization in August 2022, the winners will be announced during our Annual General Meeting which is planned to be held in September 2022.

On a separate note, we are pleased to announce that Mr. Alvin Wong and Dr. M F Lo have been elected as FCMC and FIMC respectively, in recognition of their contribution to IMCHK and the profession. We look forward to their continual support in the years to come.

Over the last few months, we have reached out to entities that provide development and consulting opportunities to our members in the growing space of Expense Reduction and Sustainability Development. We believe that our members will be benefited if they wish to broaden their skill sets or consider starting up their own consulting practice.

As part of the Institute's sustainability development, we are planning to initiate strategic projects that could further strengthen the resilience of IMCHK going forward. Theme-specific projects such as digital transformation will be initiated, and we encourage interested members to join the project team. Through these collaborative projects, we hope the project participants will not only learn and grow together in their management consulting journey, but also become the next generation leadership of IMCHK. Please stay tuned as we send out more notices in due course.

Best regards,

Daniel Chan

President, IMCHK



ICMCI - Certified Management Consultant

The Certified Management Consultant designation is the preeminent professional designation for management consulting with a variety of sub-specialty areas. It is similar in scope and reliability to Chartered Professional Accountants, Professional Engineers, etc.

Post-nominal initials

Consultants who have been awarded the CMC can put these initials after their name. In some countries, the CMC-Global member Institute may use the designation FIMC to signify a Fellow of that Institute of Management Consultants – someone who has made a significant contribution to the profession of management consulting. The initial FCMC therefore designate a Certified Management Consultant who is also a Fellow of his or her institute.

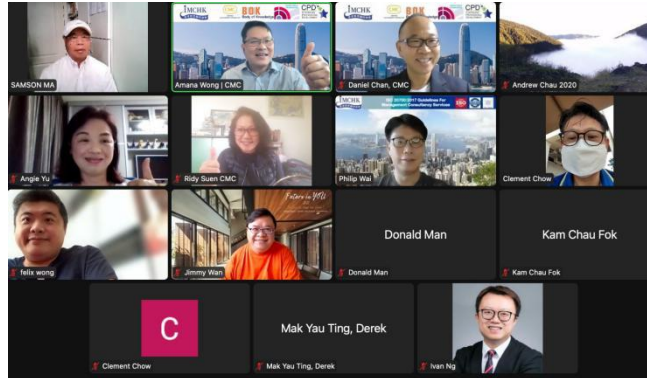


Member Institute of ICMCI

IMCHK Activities

IMCHK Webinar: Management Consultancy Knowledge & Skills

- 11 Jun 2022 Saturday 10:30 am - 12:00 noon (via Zoom)



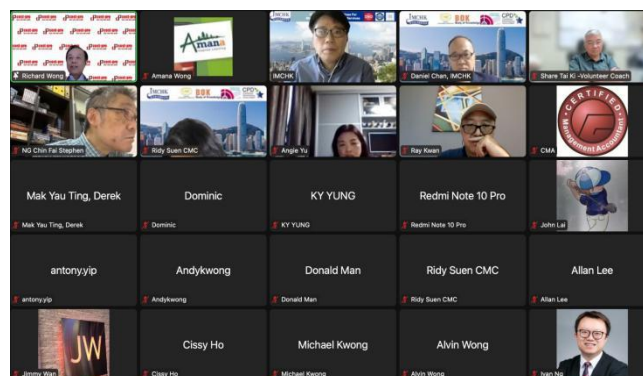
To become a professional management consultant, six areas have to be developed and assessed: Professional Certification (CMC), Professional Conducts, Consulting Knowledge & Skills, Consulting Study Methodologies, Consulting Competence & Experience as well as Education & Professional Qualification. Consulting Knowledge & Skills are the foundation of Management Consultants to provide professional service to their client. IMCHK encourages members to continually develop their knowledge and skills to sustain the professionalism.

Program Outline: (1) Knowledge Ladder, Map & Capital; (2) Common Body of Knowledge (CMC004); (3) Consultancy Elements, Practices & Skills; (4) Knowledge of Organization; (5) Consultancy and Process Management; (6) Consulting Business; (7) Industry and Expert Knowledge

Speaker: Dr. Samson CW Ma

IMCHK Webinar: A Pragmatic Cost Reduction Approach to Turn Cost into Profit

- 14 May 2022 Saturday 10:30 am - 12:00 noon (via Zoom)



ISO 20700:2017

ISO 20700:2017 Guidelines for Management Consultancy Services was developed by CMC-Global (International Council of Management Consulting Institutes, ICMCI) and International Organization for Standardization (ISO), to enhance the level of competence of the profession's services. IMCHK is the trainer on behalf of ICMCI to provide training and certification of ISO 20700 in regional area (Hong Kong and Macau).

IMCHK conducts and supports ISO 20700 training and certification to management consultants and service providers in required industries and professions.



As there are basic costs involved in a cost reduction project, carefully focusing on the unreasonable high cost areas and planning the project scope is critical, and can avoid project loss! A rule of thumb would be: picking 20% off the items that constitute 80% of the total cost, to study, which is also known as the 20/80 rule.

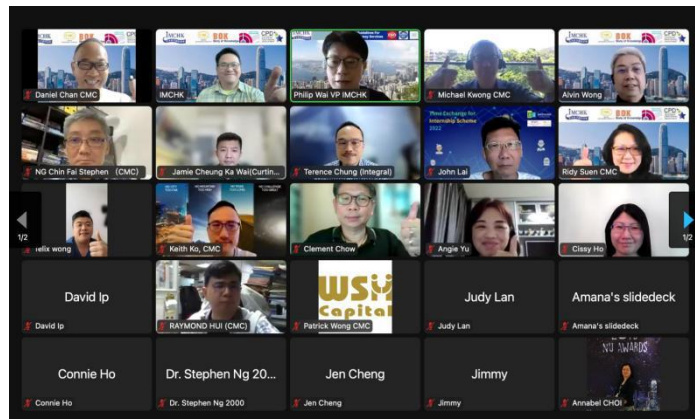
Contents:

(1) How to organize and get started the cost reduction initiatives; (2) Where to focus the reduction efforts; (3) Examples of cost category review to bring meaningful results; (4) How policy review can reduce cost; (5) How to make cost reduction happened

Speaker: Mr. Richard Wong

IMCHK Webinar: A Step Ahead in the Metaverse

- 9 April 2022 Saturday 10:30 am - 12:00 noon (via Zoom)



Since Facebook changed to "Meta" people are becoming increasingly aware of a new place: the Metaverse. Lots of people might think it is still a long way that Metaverse is to be developed. If you share this thought, you are in danger of being marginalized.

Program Outline:

(1) The power of technological acceleration; (2) Opportunities in the Metaverse; (3) What is the Metaverse? (4) How will Metaverse change your career as a management consultant

Speaker: Dr. Michael Kwong

IMCHK News

IMCHK New Office Address & Phone:

IMCHK effectively moved the office to 19th Floor, Nam Fung Centre, 264-298 Castle Peak Road, Tsuen Wan, N.T. Hong Kong and the Office Phone changed to +852 8490 4058.



Effective 1 May 2022, IMCHK's Registered Office will be as follows:

Room 1905
19th Floor, Nan Fung Centre,
264-298 Castle Peak Road,
Tsuen Wan, NT
Hong Kong

Our contact information will be:

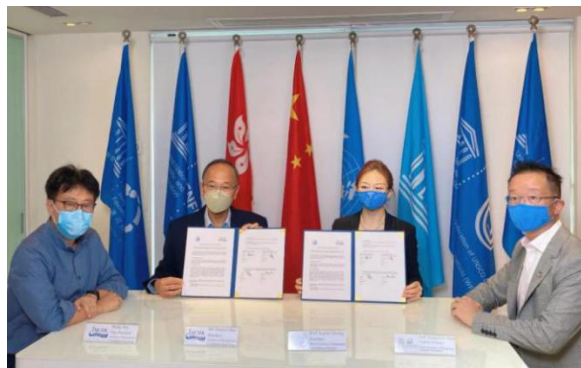
Office Phone: +852 8490 4058

Office email: adminsec@imchk.com.hk

Website: www.imchk.com.hk

IMCHK signed MOU with WISDP on 21 June 2022

This Memorandum of Understanding establishes an interagency agreement between World Institute of Sustainable Development Planners (WISDP) and IMCHK. It is effective when signed by both parties for the purpose of launching the Mentorship Programs for qualified participants between WISDP and IMCHK. The Certified Management Consultant (CMC) of IMCHK is the internationally recognized professional qualification of ICMCI run in more than 50 countries worldwide. The Certified Sustainable Development Planner (CSDP) is a professional qualification of WISDP constituting part of the partnership program of United Nations Sustainable Development Planning Toward 2030 #SDG Action 26908 of United Nations. The Mentorship Programs between WISDP and IMCHK are the member recruitment programs to help membership promotion between the two institutes. CSDP Mentorship Program of WISDP and CMC Mentorship Program of IMCHK are the new extension of Mentoring Programs to promote WISDP and IMCHK mentoring for CSDP and CMC recruitment. Under the partnership between WISDP and IMCHK, doctorate candidates or chartered / certified / management professionals may apply to join the CSDP and CMC Mentorship Programs to earn their CSDP and CMC qualifications. They may develop their second profession in sustainable development or management consultancy to extend their career development path.



Mentorship Programs (IMCHK & WISDP)



Mentorship Programs Promotion:

The Mentorship Programs is the partnership between WISDP and IMCHK to promote membership and professional qualification between the two institutes. IMCHK will promote CMC Mentorship Program to qualified members of WISDP and WISDP will also promote CSDP Mentorship Program to qualified members of IMCHK.

The **CMC Mentorship Program** is the new extension of Mentoring Program in 2019 to promote IMCHK mentoring to CMC candidates and support CMC recruitment. Under the partnership of Mentorship Programs between IMCHK and WISDP, certified professionals may apply to join the CMC Mentorship Program to earn their CMC qualification. They may develop their second profession in management consultancy to extend their career development path.

The **CSDP Mentorship Program** is a new extension of WISDP membership promotion and CSDP recruitment in 2022. Under the partnership between WISDP and IMCHK, certified professional from IMCHK may apply to join the WISDP Mentorship Program to earn the CSDP qualification. Management consultants may develop themselves to become sustainable development professionals to extend their career development path.



CSDP Qualification & Mentorship Program:

The **Certified Sustainable Development Planner (CSDP)** certification is awarded by the **World Institute of Sustainable Development Planners (WISDP)** to professionals who have met the standards in training and have accumulated work experiences in **Sustainable Development Planning**. These include professional standards in knowledge, competency, skills and culture. Recipients of the CSDP certification by WISDP can demonstrate their professionalism and capabilities in integrating sustainable development into their careers, industries as well as their career position. Certified Sustainable Development Planners of WISDP may use the CSDP designation and CSDP logo to identify their professionalism in sustainable development.

CSDP certification is part of the **Partnership Program of United Nations Sustainable Development Planning Toward 2030 #SDG Action 26908** of the United Nations. This is a national drive and an international movement of Education for Sustainable Development (ESD). UNESCO CN, UNESCO HK, HiESD and WISDP are working towards this direction. CSDP Certification is a process to recognize one's professionalism in the field of sustainable development planning to support the 2030 Agenda of United Nations. Being certified in a designated field means that members are recognized by current and prospective employers and their clients for their professional achievements. The establishment of a standard in professional competency will be useful for their long-term career goals.

The CSDP Mentorship Program is the extension of Membership Program of WISDP to promote CSDP recruitment. **Doctorate Candidates** or **Chartered / Certified / Management Professionals** may apply to join the CSDP Mentorship Program to earn their **CSDP qualification**. They may develop their sustainable development skills to extend their career development path. Candidates will be assigned a mentor (senior CSDP) to guide their SDP development, which includes training and interview. WISDP has partnered with IMCHK to provide its CSDP Mentorship Program to IMCHK members. The Certified Professional, CMC from IMCHK, may join the CSDP Mentorship Program to earn **CSDP qualification** and join membership of WISDP to become **Sustainable Development Planners** and develop their sustainable business skills in the management consulting industry.

Requirements for the CSDP

- 1) A college degree or equivalent experience;



- 2) Three years on a full-time job that includes experience of sustainable development;
- 3) DBA or PhD candidate of a recognized university, or Chartered / Certified / Management Professional.

Program objectives

- (1) Recruiting potential CSDP candidates to train them up as sustainable development professionals in Hong Kong and the Greater Bay Area.
- (2) Speeding up the development of CSDP professionals of WISDP in regional areas.
- (3) Establishing effective career development paths and promoting sustainable business.
- (4) Helping professionals, experts and managers to develop their leadership in sustainable development planning for career advancement.

Successfully Completed the CSDP Mentorship Program:



Receiving Certificate

Receive CSDP Membership and Certificate from WISDP (supporting United Nations Sustainable Development Planning Toward 2030 #SDG Action 26908)

CSDP Designation

The CSDP designation demonstrates the bearer's culture, knowledge, and support of and experience in sustainable development.

e.g. Simon Chan BSc, MBA, CSDP



CSDP Logo on Business Name Cards

CSDP logo can be used on business name cards to distinguish you are a recognized Certified Sustainable Development Planner.

Displaying CSDP Certificate

CSDP certificate can be posted in your office to signify your sustainable development professional status.

Using CSDP Designation

CSDP Designation can be used on letterheads, fax sheets, proposal templates, resumes, biographies, e-mail signatures, and professional profile to identify your CSDP commitment and qualification.

Membership Upgrading

CSDP having acquired 8 years of experience in sustainable development planning may apply for upgrade to fellowship status of WISDP. Fellows can use the FwiSDP CSDP designation.

CSDP having acquired 12 years of experience in sustainable development planning and made contributions to the advancement of WISDP may be invited to upgrade to senior fellowship status of WISDP. Senior Fellows can use the SFwiSDP CSDP designation.

Certified Sustainable Development Planners (CSDP) <http://wisdp.org/wp/certification-csdp/>

World Institute of Sustainable Development Planners (WISDP) <http://wisdp.org>

United Nations Sustainable Development Planning Toward 2030 #SDG Action 26908

<http://hiesd.org/wp/sdg-action-26908/>

<https://sustainabledevelopment.un.org/partnership/?p=26908>



External vs Internal Consultants



An internal consultant is, at first glance, just like an external consultant: a professional who is hired to solve an organizational problem and implement the solutions in order to improve the performance of an organization. Both types of consultants can work within all possible management and organizational areas – from strategic planning to mergers and acquisitions, finance, organization efficiency, process improvement and technology. Similar to external consultants, employees internal to an organization can also function as advisors, change agents, execution facilitators, coaches or trainers. The difference lies in the relationship with the client organization; internal consultants are on the payroll of or limit themselves to full-time advisory within one organization.

The main underlying reason for the rise of internal consulting is the fact that organizations are in agreement that there is a constant need for expertise from third parties. Thus, to limit the trend of long-term dependence on advisory firms that charge exorbitant sums of money, some organizations build up their own internal consulting units. These advisors report back to a central consulting department, which selects certain employees from different business units within the organization to run the project. Technically, everybody on the team works for the same organization, but the consulting division functions as an outsider since the consultants do not work for that specific business unit.

Depending on the definition of internal consulting, the actual size of the internal consulting market may vary by order of magnitude. Merely a small part of the typical 'consulting' roles function in formal internal consulting groups. Many consulting and implementation roles are spread over diverse departments and functions, collectively supporting internal clients with specific problems such as Corporate Development, Corporate Finance, Human Resources, Finance, Project Management Offices and IT business units. In addition, many people fulfill a consulting role, either full-time or as part of their daily tasks, without carrying the title of consultant. Were these two groups to be included in the statistics, the internal consulting market would easily surpass the worth of the actual external consulting market.

The founding of internal consultancy branches is not only done from the viewpoint of cost reduction. There are a number of other reasons why organizations build up internal teams, or give preference to internal over external consultants. Provided below is an overview of the main pros and cons of internal versus external advisors.



Advantages of internal consultants

Internal advisors usually cost less than external advisors, although this does not always need to be the case. In comparison with the most expensive (external) consultants in the market – strategy consultants – this claim definitely holds up. According to a study in the US, the cost of internal strategy advisors for a typical project is four to six times lower than the rates of one of the Big-3 strategy consultancy firms (McKinsey & Company, Bain & Company or The Boston Consulting Group).

Internal advisors have a better understanding of the organization they advise – they understand the language and culture of the organization better. Their deep knowledge of the organization makes internal consultants very valuable, for instance, in the implementation of strategic change trajectories or culture transformations; with managing processes and projects; or integrating initiatives within the organization. In addition, internal consultants have existing relationships with other employees within the organization, improving their means and channels of communication.

Another argument is that some external consultancy projects only provide an organization with advice, without (or only partially) being involved in the implementation of the proposed solutions. The advantage of internal consultants is that they are more often involved with the realization of their own advice, and can continue to play an important role even after the implementation.

Most internal consulting teams are internally focused teams that are tasked, for instance, with the improvement of efficiency in the organization. However, over the years, some internal teams have improved their knowledge and expertise to such an extent that they can also apply their skills beyond the organization. Several successful consultancy firms today, started out from an internal setting. An example of this is Porsche Consulting, which originated from automotive company

Porsche and today provides advice within multiple industry sectors. There are countless other examples in which consultancy firms have branched out from internal practices within big corporates, such as GM, Philips and Shell, to name a few.

Finally, having an internal consulting unit can be a good way for organizations to position themselves in the consultancy market, and thereby attract top performing consultancy talent.



Advantages of external consultants

Employing external advisors can also come with many benefits. External consultants are seen as independent players as opposed to internal advisors, who literally depend on their own organization. This could possibly lead to trust issues between advisor and the client, who is also the employer in this case. Research has shown that clients have more confidence in external consultants than in internal consultants. The function often demands an inquisitive and firm hand, a role that external advisors frequently fulfill, and one that is more difficult to fill with internal advisors. Internal consultants possibly hold just as much expertise, but as employees at the organization it is conceivably harder for them to be independent – or to be considered as independent – than for external advisors.

Internal consultants, in essence, keep busy with projects involving their own organization. External consultants, on the other hand, regularly draw from a broader business perspective gained from their vast experience with various clients, markets and sectors, and bring new ideas and best practices along to clients. The ability to benchmark in respect of other parties is an especially big advantage for external consultants.

Furthermore, advisors often work for specialized consulting firms, frequently with the biggest names in the market, and are regarded as credible advisors due to their track record. Internal consultants do not have this advantage. In general, many assume that external consultants have a higher level of expertise and experience, largely because they are completely focused on their consultancy role, and deal with multifaceted issues at various clients. Internal consultants possibly miss certain industry knowledge that external consultants have encountered in previous assignments.

Lastly, external consultancy parties – particularly the bigger players – often have broader choice when it comes to selecting the most suitable consultants for projects. Large firms have international talent pools which they can source from to pick the best people for any individual assignment. Organizations with internal consultants are usually limited to the talent they have in-house.



Choosing an option

Organizations that are faced with the decision to either build internal consultancy teams or hire external advisors should weigh out the pros and cons of each option ahead of time. The context in which the choice should be made also plays a big role in this.

External consultants can be used when deep specialist knowledge is needed for a large-scale project, or when a neutral, independent view is needed on a problem, which is better in some cases. Sometimes, an organization simply has insufficient capability in-house to tackle a specific issue, or the board is in need of external expertise to properly assess the risks of the alternatives at hand. Internal advisors, on their side, know the organization well and are aware of what is taking place within the organization, particularly since they understand the culture of the professionals working there. Furthermore, hiring an external consultant can be a costly commitment, whereas an internal advisor, from a cost viewpoint, could be the better choice. Internal advisors can also switch gears faster within the organization if necessary.

Organizations should first decide whether an external view is necessary for a particular dilemma. If so, how much expertise is required? When large organizations already have a mature internal consultancy division, the choice of whether or not to hire an external consultant is often easier. However, when a major (change) project requires a large quantity of resources (human capital, specific expertise), it can be easier to opt for external reinforcement.

管理顧問在大灣區

香港要支援大灣區發展，那就要首先推動灣區在金融及知識資本上的開發。在知識資本開發方面，香港在企業融資、工商管理、國際貿易、及管理顧問上可起領頭作用。而在管理顧問專業、知識開發及推展，將會是灣區發展的重要及廣泛之推動力，可大力推動灣區企業創新、業務轉營、自我發展、及完善管理等，並加速推動知識資本開發接合華南地區之經濟發展。「大灣區認證管理顧問」就是利用國際認可管理顧問服務去推行知識資本開發及應用。一般人對管理顧問是甚麼行業，又需有甚麼知識都一知半解，顧問或管理顧問一般稱為 **Consultants** 或 **Management Consultants**，為企業提供管理、商業、會計、培訓、通訊、資訊科技、金融等不同行業及領域之顧問或諮詢服務。

國際認證管理顧問

國際管理顧問協會理事會 (**International Council of Management Consulting Institutes, ICMCI**) 是一個國際會員組織和管理顧問網絡，自 1987 年起在全球地區範圍內成立了超過五十個顧問學會和機構，香港管理顧問學會 (**The Institute of Management Consultants Hong Kong, IMCHK**) 自 2000 年成立，取得國際管理顧問協會理事會認可，成為國際管理顧問協會理事會下，唯一香港管理顧問的專業和資格認證機構，香港管理顧問學會是國際管理顧問協會理事會中代表中國香港，是國際認證管理顧問 (**Certified Management Consultant, CMC**) 人員之會員及頒發認證機構，香港是大灣區發展之主要領頭地區，在國際金融、商業及管理佔有獨特優勢，香港管理顧問學會全力支援大灣區發展，致力培訓灣區所需之管理顧問及進行相關國際管理顧問認證，推動大灣區之管理顧問及諮詢服務。

管理顧問職務

管理顧問可以說是業務諮詢師及變革推動者，管理顧問是一名專業人士，收費幫助客戶/企業通過更好地利用資源及方法，來解決問題和實現經營目標。管理顧問可以通過研究及分析，來識別當前或未來的問題和機遇，並推薦企業解決及轉變方案。管理顧問可分為外聘顧問 (**External Consultant**) 和內部顧問 (**Internal Consultant**)，而內部管理顧問服務的客戶可以是內部客戶，也可以是他們自己僱主的內部組織及部門，內部管理顧問也擔任著外聘顧問同樣職責，幫助內部客戶及僱主解決問題和實現目標。要訓練和認證成為國際管理顧問，您可以通過獲得香港管理顧問學會的認證及會員資格，發展管理顧問專業，成為一名資深管理顧問，支援大灣區發展，為大灣區客戶提供適合理想的顧問及諮詢服務，成為全球公認的專業人士。

管理顧問之要求及培訓

成為國際認證管理顧問需具備基本學歷及相關工作經驗：

- (1) 大學本科畢業及認可大學之學士學位；
- (2) 三年或以上相關管理顧問或管理經驗；
- (3) 學歷及工作證明，與相關之參考及推薦文件。

香港管理顧問學會，會同或邀請大灣區學院及教育機構提供管理顧問培訓證書及文憑課程，幫助學員掌握管理顧問基本技能、學術、及所需之方法理論。

相關認可之培訓課程、合作機構及所需費用等訊息，會在香港管理顧問學會網站發佈或授權灣區學院及教育機構發放。

國際認證管理顧問考核

具備學歷、相關工作經驗及完成認可之培訓課程，可申請及參加由香港管理顧問學提供之國際認證管理顧問考核，及進行認證。學員及候選人需填寫「[認證管理顧問申請表](#)」和提交履歷、學歷、工作證明、及相關之參考和推薦文件作查證，學員及候選人需交付考核費用。

查證後合資格學員及候選人需要參加面試、口試及顧問操守測試 ([CMC Code of Conduct Test](#))，以考核認證管理顧問相關要求，考核達到相關要求可成為香港管理顧問學會之國際認證管理顧問會員 ([CMC of IMCHK](#))，交付三年會員費用後，香港管理顧問學會發放為期三年之國際認證管理顧問會員證書，正式成國際認證管理顧問。

國際認證管理顧問可使用 [CMC 名銜 \(CMC Designation\)](#)，[CMC 標誌 \(CMC Logo\)](#) 在名片、信頭、傳真表、提案、簡歷、傳記、電子郵件簽名和專業資料，以識別您的國際認證管理顧問承諾及專業資格。

國際認證管理顧問會員

國際認證管理顧問會員，需跟從國際管理顧問協會理事會，和香港管理顧問學會之「共同知識體系」 ([CMC Common Body of Knowledge](#)) 和「能力框架」 ([CMC Competence Framework](#)) 及遵從學會之「專業操守」 ([IMCHK Code of Professional Conduct](#)) 規定。國際認證管理顧問會員，每三年需向香港管理顧問學會佈告持續專業學習 ([Continuing Professional Development, CPD](#)) 記錄及交付三年會員費用，每三年學會將發放新會員證書取代舊證書，香港管理顧問學會每年都會在網上舉辦持續專業學習班、專題討論會、工作坊、及年度大會 ([Annual General meeting, AGM](#))，會員可自由參加。

擁有 10 年認證管理顧問經驗之會員對學會或諮詢行業有貢獻，可被邀請為認證會士 ([Certified Fellow, FCMC](#))。而學會每年也會提名在認可大學進行相關管理顧問研究或教學之會員，參選國際管理顧問協會理事會之學術研究院士 ([Academic Fellow, CMC-AF](#))。



ICMCI

The International Council of Management Consulting Institutes (ICMCI) has since 1987 been the professional body worldwide for management consultants. ICMCI since 2013 is called **CMC-Global**.

CMC-Global (ICMCI) is the international Management Consulting professional body, comprised of individual country-based, member, Institutes of Management Consulting (IMCs). ICMCI works with many industry leaders, with academia, with consulting firms of all shapes and sizes, and have built a common standard for the individual certification of professional management consultants.

When you join a member IMC, you are also joining a global community of trusted, ethical, and committed colleagues. When you become a “Certified Management Consultant” (CMC) through one IMCHK, you have shown that you have the knowledge, competence, commitment and peer acceptance, that you are a true professional.

Certified Management Consultant in China

國際註冊管理諮詢師（Certified Management Consultant，簡稱 CMC）是為適應國內管理諮詢市場的需要，保證管理諮詢專案質量，學習並與世界管理諮詢水平接軌，提高管理諮詢人員素質，加強國內管理諮詢專業人員隊伍建設，科學、客觀、公正地評價管理諮詢專業人才水平和能力，而由中國企業聯合會管理諮詢委員會（Management Consulting Committee of China Enterprises Confederation）從國際管理諮詢協會理事會（ICMCI）引進的面向管理諮詢從業人員、企業和政府高級管理人員的國際認證，是對參與管理諮詢者的能力和行為規範的認定。該專案自 2004 年底開始，先後培育認證了一大批專業的管理諮詢專業從業者和企業高級管理人員，為企業管理人才的甄選提供了有力憑證。

為加強和規範我國國際註冊管理諮詢師的認證管理，完善國內管理諮詢隊伍的建設，增進與世界各國管理諮詢業的交流與合作，根據國際管理諮詢協會理事會 1993 年“阿姆斯特丹會議 CMC 認證管理”的決議條款，結合中國實際情況，制定管理辦法。國際註冊管理諮詢師英文為：**Certified Management Consultant**，簡稱 CMC。

國際管理諮詢協會理事會英文為：**International Council of Management Consulting Institutes**，簡稱 ICMCI。CMC 認證是 ICMCI 在世界各國推行的對管理諮詢從業人員諮詢能力和行為規範進行的科學、客觀、公正的評價，其證書在 ICMCI 所有會員國家和地區之間互相認可。中國企業聯合會管理諮詢委員會作為 ICMCI 在中國內地的唯一代表，負責組織開展 CMC 認證和管理工作。申報 CMC 應符合以下基本條件和相應的專業條件。

（一）基本條件

1、資歷（具備下列條件之一）

- （1）取得大學本科學歷，從事管理諮詢及相關業務工作 8 年以上，領導完成 8 個以上管理諮詢項目；
- （2）取得碩士以上學位，從事管理諮詢及相關業務工作 6 年以上，領導完成 8 個以上管理諮詢項目；
- （3）取得博士學位，從事管理諮詢及相關業務工作滿 4 年，領導完成 8 個以上管理諮詢專案；
- （4）取得《中華人民共和國管理諮詢師職業水平證書》5 年以上，領導完成 8 個以上管理諮詢項目；
- （5）取得中國企業聯合會管理諮詢委員會《高級管理諮詢顧問證書》3 年以上，領導完成 8 個以上管理諮詢項目。

2、知識體系

對下述管理專業知識有比較深刻的瞭解，精通或掌握一門以上專業：
戰略管理，市場營銷，組織變革，人力資源管理，財務管理，生產製造管理，物流管理，商務管理，資訊系統管理等。

3、外語能力

較強的文獻閱讀、理解能力，基本的聽、說、讀、寫能力。

（二）專業條件

1、專業能力

熟悉管理諮詢週期，熟練應用諮詢週期中每個階段所要求的管理諮詢技術和工具；
準確把握客戶需求，向客戶完整交付諮詢任務並進行知識轉移；
具有計劃、組織、指導、控制專案團隊完成諮詢專案的能力；
具有很強的市場開發和客戶關係維護能力。

2、專業素質

具有系統的調查分析、綜合判斷與歸納能力，談判與衝突裁決能力；
具有較強的邏輯思維、溝通協調能力，語言和文字表達能力。

3、諮詢實踐

具有下述一個以上領域的資深諮詢實踐經驗：
製造業、石油化工業、高科技產業、建築業、服務業、公共事業、非盈利機構、政府機構以及機構內部諮詢策劃部門等。

（三）推薦人

CMC 申請人須由 2 名熟悉的 CMC 推薦。



IMCHK ISO 20700 Award (2022)

IMCHK Council Members (2021 ~ 2022)

President:

Mr. Daniel Chan

Vice President:

Mr. Philip Wai

Honorary Secretary:

Dr. Samson Ma

Honorary Treasurer:

Ms. Ridy Suen

Council Members:

Mr. Alvin Wong

Mr. Antony Yip

Mr. Share Tai Ki

Mr. Amana Wong

Mr. John Lai

Ms. Ada Wong



The first IMCHK Annual Award for ISO 20700 was announced in January 2022. The ISO 20700 award aims to promote the application of ISO 20700 for management consultancy in Hong Kong with the following objectives:

- ✓ To promote public awareness of ISO 20700:2017;
- ✓ To emphasize the benefits of adopting ISO standards for both consultants and clients; and
- ✓ To recognize individual consultants who have demonstrated success during any or all consultancy assignment phases, i.e. contracting, execution and closure through the adoption of the ISO 20700 Self-declaration Checklist

Nomination:

All IMCHK members trained in ISO 20700 may nominate cases in the application of ISO 20700 on their consulting jobs or projects.

Judging Criteria:

A Panel of Judges will be established including IMCHK Fellows and ISO 20700 Accredited Trainers to evaluate the submitted cases. Evaluation will be based on: (A) Enhancing the **transparency** between the consultants and the clients; (B) Improving the **understanding** between clients and consultants to achieve better results from the consultancy assignments; (C) **Building trust** between consultants and clients; (D) **Reducing risk** in consultancy service; and (E) the level of **success** and the **application** of ISO 20700 Checklist on consulting services.

Announcement:

The process, details of nomination and the final decision about the IMCHK Annual Award for ISO 20700 will be announced on IMCHK Website in autumn.

Institute of Management Consultants Hong Kong

Visit IMCHK's website at www.imchk.com.hk

