1. Record Nr. UNINA9910815885603321 Autore De Haan Erik Titolo The consulting process as drama: learning from King Lear / / by Erik De Haan Pubbl/distr/stampa Boca Raton, FL:,: Routledge, an imprint of Taylor and Francis,, [2018] ©2003 **ISBN** 0-429-92036-9 0-429-90613-7 0-429-48136-5 1-283-24874-3 9786613248749 1-84940-380-5 Edizione [First edition.] Descrizione fisica 1 online resource (81 p.) 658.4 Disciplina Soggetti Business consultants Consulting firms Management Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali "First published in Dutch, King Lear voor advieurs en managers : het adviesproces als drama, published by Scriptum Management in 1997." Nota di bibliografia Includes bibliographical references. Nota di contenuto COVER: FOREWORD: PROLOGUE: Introduction: a. Kev issues in consulting; b. Introduction to King Lear; c. The rebirth of tragedy; d. Who's got the monkey?; CHAPTER ONE: Exposition; a. Key issues in making an entry; b. King Lear (1.1-1.2); c. Confrontation with the irresponsible; d. The contacting and contracting phase; CHAPTER TWO: Development; a. Key issues in stating the problem; b. King Lear (I.3-II. 4); c. The inescapable consequences; d. The diagnosis phase; CHAPTER THREE: Crisis and peripeteia; a. Consulting: key issues in making a difference; b. King Lear (III.1-III.7) c. The session on the heathd. The implementation phase; CHAPTER FOUR: Denouement; a. Consulting: key issues in making it last; b. King Lear (rV.I-IV.7); c. Catharsis; d. The consolidation phase; CHAPTER FIVE: Catastrophe and exodus; a. Consulting: key issues in letting go; b. King Lear (V.1-V.3); c. Saevis tranquillus in undis; d. The evaluation phase;

CHAPTER SIX Conclusion; EPILOGUE; REFERENCES

Sommario/riassunto

Drawing comparisons between consultancy and the classical tragedy King Lear, the author explores the core theme of responsibility. Arguing that King Lear is vital in gaining an understanding of consulting, leadership and management, the author explores in detail the positive lessons to be learnt from this tragedy for the manager and the management consultant. An intriguing premise that uncovers key strategies for managers. This book gives a summary of key issue in management consulting, in a step-by-step chronological way. However, it is directed mainly at those consultants who know from experience that consulting does not work as smoothly as the manuals suggest, and who have learned through trials and tribulations to take a tragic outlook on the art of consulting.