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national origin but also by the national and cultural context in which they are operating and by the role of gatekeepers such as book publishers or journalists The third part of the book focuses on the nature and dynamics of the consultancy client relationship focusing especially on the ways in which consultants convince managers of the need to hire outside advisors on the reaction of those concerned in the client organization towards the consultants recommendations and on the methods used by the consultants to overcome the possible reluctance and resistance from within the organization From a more theoretical point of view the chapters in this volume also show that research on management consulting has to take into account different levels of analysis the consulting industry as a whole and its position relative to other knowledge providers such as academia the specific consultancy organization and its relationships with internal and external sources of knowledge and the particular consultancy project and notably the interplay between the consultants and the various stakeholders within and outside the client organization

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