

What's Behind the CMC Mark?

The Mark of Excellence

When selecting a management consultant, executives are well advised to seek individuals who meet the profession's standards of competence and ethics.

The CMC mark is a valuable aid in this quest. Certification by the Institute of Management Consultants is the mark of excellence among management consulting professionals.

Certification

When you see the initials "CMC" following a consultant's name, it means that he or she is a Certified Management Consultant and has met the strict certification requirements of the Institute of Management Consultants. The Institute was founded in 1968 by the principal associations in the consulting field to establish publicly recognized standards of competence and professional conduct for

the individual management consultant. Candidates for Institute certification undergo a thorough investigation of their consulting experience; they are interviewed by a panel of senior consultants to verify their competence; and they must pass a written examination evidencing their knowledge of the Institute's Code of Ethics.

A Code of Ethics

CMC's pledge in writing to abide by the [Institute's Code of Ethics](#). Their adherence to the Code signifies voluntary assumption of self-discipline above and beyond the requirements of law. Key provisions of the Code require that the CMC's:

- Safeguard confidential information
- Render impartial, independent advice
- Accept only those client engagements they are qualified to perform
- Serve clients with integrity, competence and objectivity.

- Agree with the client in advance on the basis for professional charges
- Develop realistic and practical solutions to client problems

The Institute enforces the Code by receiving and investigating complaints of violations and by taking disciplinary action, including revocation of certification against any member who is found guilty of a Code violation.

Standards of Competence

Every step leading to the CMC mark has been designed to verify the candidate's professional competence:

- A Certified Management Consultant must have had at least five years of experience in the full-time practice of management consulting, with major responsibility for client projects.
- The CMC has to provide multiple references most of them officers or executives of clients served. These references have been investigated to assure that the consulting relationships met the clients' objectives.

- The CMC has had to provide written summaries of client assignments (disguised to protect client identity).
 - The CMC has had to pass a qualifying interview by senior CMCs, demonstrating professional competence and currency in areas of specialization, application of experience, and understanding of the management consulting process.
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Institute of Management Consultants
2025 M Street, NW, Suite 800
Washington, DC 20036
Phone: 800-221-2557 E-mail: office@imcusa.org

CMC (Certified Management Consultant) is a certification mark awarded by the Institute of Management Consultants USA and represents evidence of the highest standards of consulting and adherence to the ethical cannons of the profession.