



Consulting to Universities: Case Studies, Issues, and Recommendations

Marnelle Alexis

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This book examines the consultative process and what makes it effective when consulting to managers at institutions of higher education. Three case studies highlight issues, problems and solutions involving consulting firms and institutions of higher education that worked together during their consulting engagement. The cases allowed for the investigation and evaluation of the similarities and differences from one consulting engagement to another and one institutional experience to another. The results show that consultants and clients have a variety of perspectives, objectives, and expectations that must be considered to ensure the success of the engagement, and that consulting to institutions of higher education is a unique and at times complex process. The findings inform and recommend consulting strategies for effectively working with institutions of higher education.

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