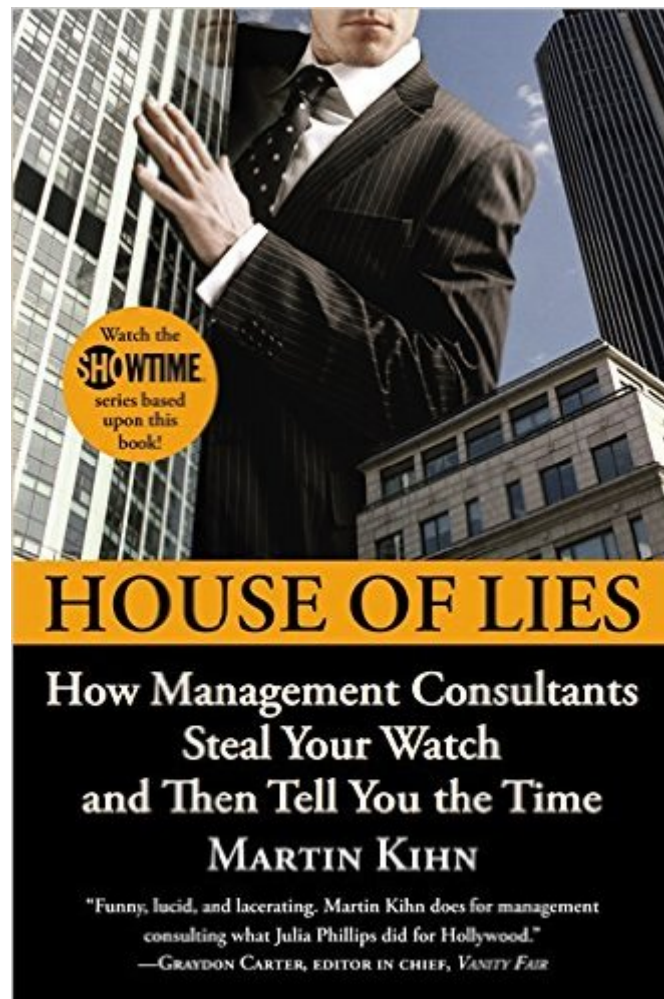


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# House Of Lies: How Management Consultants Steal Your Watch And Then Tell You The Time



## Synopsis

Once upon a time Corporate America paid certain people huge fees to tell organizations what they were doing wrong. These men and women really knew next to nothing. They trashed businesses, destroyed careers, and wasted time and money. They called themselves Management Consultants. I know them well. I was one of them. Welcome to the... HOUSE OF LIES. When Martin Kihn joined a powerhouse New York consulting firm, he thought his job was to help organizations. In reality, the consultants spent precious work hours prowling for new clients, and offered little or no useful information. From power breakfasts with mind games to the screaming indignity of "Feedback Camp" in New Jersey, HOUSE OF LIES reveals the truth about a "profession" that could threaten your job, your career, and your life...and even throws you some lifelines should the suits start circling your company.

## Book Information

Paperback: 288 pages

Publisher: Business Plus (March 8, 2006)

Language: English

ISBN-10: 0446696382

ISBN-13: 978-0446696388

Product Dimensions: 6 x 0.9 x 9 inches

Shipping Weight: 10.4 ounces (View shipping rates and policies)

Average Customer Review: 3.2 out of 5 stars Â Â See all reviews Â (69 customer reviews)

Best Sellers Rank: #31,010 in Books (See Top 100 in Books) #21 in Â Books > Business & Money > Small Business & Entrepreneurship > Consulting #502 in Â Books > Business & Money > Management & Leadership > Management #979 in Â Books > Humor & Entertainment > Humor

## Customer Reviews

Although it's probably not true, I occasionally got the sense while reading the book that the author had the germ of the idea for it while employed at a job with which he was no longer enthused. He then decided to quit and go to business school in order to begin the process of gathering the raw material for the present work. Whatever its origins, if the result had been a novelization of his time as a management consultant, a re-written book might have been more enjoyable. As it stands, it's likely to be of interest only to those who are pre-disposed against management consulting as a profession or the private sector in general. Profanity and political opinions (perhaps a more accurate, if not better, title for this book) are interspersed among the chapters of this work. While they may

serve the function of signaling to his NYC friends that despite going corporate he's still a stand-up guy who holds the "correct" views, they have no place in this book and do nothing to provide insight into the topic at hand. I can, however, see where those interjections might have helped to get the author's book optioned for TV. Although I spent years as a consultant, I never worked as a management consultant and have no stake in the industry. I feel no obligation to defend management consulting when its members go astray or are improperly employed. I appreciate the humor at the expense of those who blindly use consulting terminology to cover for a dearth of knowledge that is applicable and useful in addressing a real business problem. Nevertheless, a work of non-fiction (even a biographical one) shouldn't wallow in subjective experience if it aims to characterize an entire sphere of activity. I can't help but think that a lot of what Mr.

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