



# EndEx

## Resettlement tips

### An Introduction to Consultancy for military leavers

[learn.honeycombps.co.uk](http://learn.honeycombps.co.uk)

*Understand consulting  
Prepare to apply  
Build your confidence*

# We're here to help

Leaving the military is a big decision – and committing to your next step is even bigger!

**If you're interested in what consulting could offer you then we're here to help.** We created the EndEx courses and free webinars for you. We help you learn about the consulting industry, make a killer application, and build your confidence

**In this guide, we provide an introduction to the consulting industry,** to get you started in your research into a consulting career path.

**[Click here to learn more about EndEx](#)**

*- don't forget to connect with us on LinkedIn!*



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## Our definition of consulting:

“Engaged in **providing expertise to people** working in a professional or technical field, in exchange for **professional fees**”

Client organisations usually engage consulting firms to provide one or more of the ‘4 Cs’:

Capacity



Capability



Confidence



Controversial  
Decisions



Consultancies are adept at:

- Providing surge **capacity** to allow a client to move faster;
- Augmenting **capability** to fill a gap (temporary) gap;
- Instilling **confidence** through analysis and experience;
- Acting independently to resolve **controversial** issues.

# What consultancy looks like

## It all starts with a question...

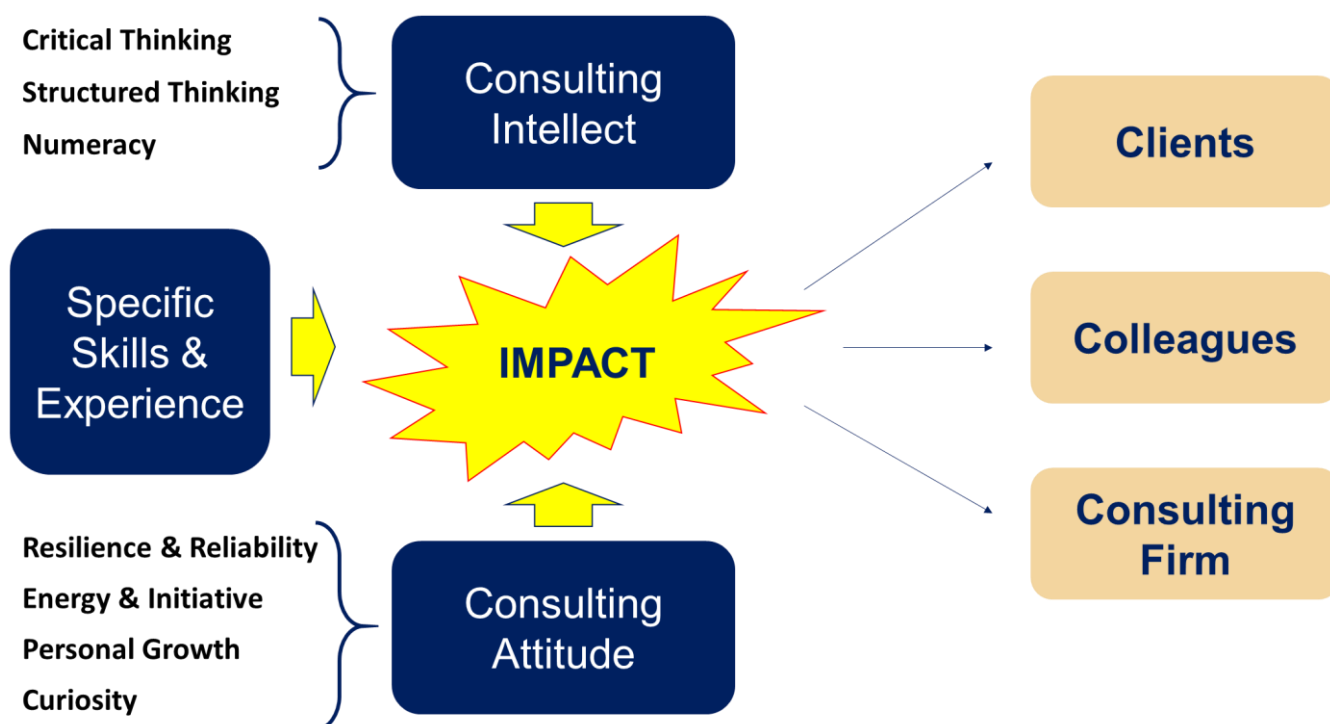
How can we best **exploit emerging digital technology** in our industry?

We need to acquire defence equipment but there is only one supplier. **How do we create competitive tension?**

Our products create huge value for our customers. **How can we ensure we get properly paid for that?**

We have an unexpected, business-critical project. **How do we deliver this alongside our BAU?**

Consultancies respond with a blend of *intellect, skills, experience and attitude*:



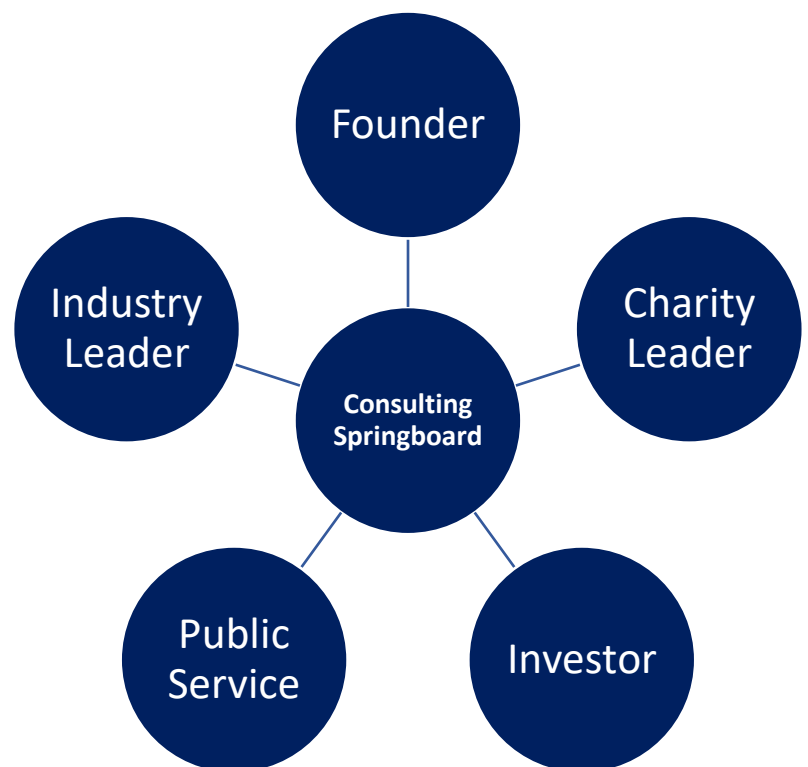
# Firm types and choices

Consultancy firms come in all shapes and sizes:



Choice of firm type is critical for success and career satisfaction.

Many consultants plot a course through different firm types as their careers develop, often using consulting as a springboard for their next step:



# EndEx Courses

We cover a LOT more detail on this topic in **Module 1** of our EndEx course – **available for free and on-demand**

We created our courses to help Service Leavers:

- **Build confidence** (do you know why your military skills are so valued by consulting firms?)
- **Bypass the "CV Screen" deathtrap** which will kill your application within 5 minutes of someone looking at it
- **Understand how consulting firms will interview you**, and how to prepare so well that you're able to ace your interviews with real confidence
- **Hit the ground running from day one** in your new job

[Click here for free consulting tips](#)

[Click here to see our courses](#)

Questions?

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