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MANAGEMENT CONSULTANCY TURNOVER IN FRANCE

INSEE – VOORBURG GROUP 2006
DEFINITION OF SERVICE BEING COLLECTED

› BUSINESS AND MANAGEMENT CONSULTANCY
   – 7474 (ISIC) > 74.74 (NACE) = 74.1G (NAF)

› A WELL-DEFINED SERVICE
   – apart from convergence between management and IT consultancies
Management consultancy in France

› Dynamic and cyclical branch
  – 2005 : + 5.9 % in volume, -0.3 % for prices

› Sector :
  – 42 000 enterprises
  – 113 000 employees (80 000 salaried employees)
  – Many small units : 24 000 nonemployeurs
  – Problem of captives units

› Important professional association : Syntec
A SUPPLY and USE EQUATION for the whole branch 74.74

- Main source: SBS
- Production: 17 billion € in 2003
- Since 2003 new SPPI used for deflation
  - 2005: -0.3 % vs +1.1 % (Syntec index)
EVALUATION OF COMPARABILITY OF TURNOVER/OUTPUT DATA

› 7 Product lines for turnover
   – Organisation, planning and general administration consulting services
   – Financial management consulting services
   – Sales management consulting services
   – Human resources management consulting services
   – Production management consulting services
   – Public relations and communications consulting services
   – Other business and management consultancy activities

› 2 SPPI :
   – Management consultancy
   – Public relations