

MANAGEMENT CONSULTANCY TURNOVER IN FRANCE

INSEE – VOORBURG GROUP 2006

Auteur : Benjamin CAMUS

October 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

NATIONAL ACCOUNTS AND MEASUREMENT ISSUES

- › 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