

FROM MANAGEMENT CONSULTANCY TO MANAGEMENT THERAPY: DIAGNOSTIC OF MANAGERIAL DISORDERS AND ANATOMY OF MANAGEMENT THERAPY

Cosmin-Florin LEHENE^{a,*}

^{a)} Babeş-Bolyai University, Faculty of Psychology and Educational Sciences,
Cluj-Napoca, Romania

Please cite this article as:

Lehene, C.F., 2021. From management consultancy to management therapy: Diagnostic of managerial disorders and anatomy of management therapy. *Review of Economic Studies and Research Virgil Madgearu*, 14(1), pp.51-78.
doi: 10.24193/RVM.2021.14.73.

Article History:

Received: 12 October 2020
Accepted: 23 February 2021

Abstract: In this paper I develop an idea which can provide the ground in order to start the transition from an amateur/common sense management consultancy practice towards a scientific validated management consultancy practice. Rooted in medicine, psychiatry and psychology, the innovative tool is aiming at moving the management consultancy practice towards a direction already present in the classical fields of science mentioned above. The new more formal, rigorous, systematic and science-based management consultancy practice is called management therapy (MT). The MT is different from management consultancy because it is substantiated in the emerging field of research called Evidence Based Management (EBM). The paper introduces the first two steps in order to favor opening the discussions and the practice of management therapy: (1) developing the analogous/equivalent of Diagnostic and Statistical Manual of Mental Disorders (DSM) in the management field and (2) developing the action/process of MT (the anatomy of the MT).

Key words: Evidence-Based Management Interventions; Randomized Clinical Trials; management consultancy; management therapy

JEL Classification: L20; M10; M21

© 2021 Alma Mater Publishing House. All rights reserved.

* Corresponding author. E-mail address: lehenecosmin@ymail.com.

References:

1. Birkinshaw, J. and Ridderstrale, J., 2017. *Fast/Forward: make your company fit for the future*. California: Stanford University Press.
2. Borza, A., Mitra, C., Bordean, O., Mureşan, A. and Supuran, R., 2009. *Antreprenoriat. Managementul firmelor mici și mijlocii*. Cluj-Napoca: Editura Risoprint.
3. Borza, A., 2012. *Management Strategic*. Cluj-Napoca: Editura Risoprint.
4. Bhattacherjee, A., 2012. *Social Science Research: Principles, Methods, and Practices*. Florida: Textbooks Collection.
5. Daft, R., 2010. *Understanding the theory and design of organizations*. Mason, OH: South-Western Cengage Learning.
6. David, D., Băban, A., Holdevici, I. and Szamoskozi, Ş., 2000. *Intervenție cognitiv-comportamentală în tulburările psihice, psihosomatice și optimizare umană*. Ediția a II-a. Cluj-Napoca: Risoprint.
7. David, D., 2006. *Psihologie clinică și psihoterapie: fundamente*. Iași: Polirom.
8. David, D., 2017. *Tratat de psihoterapii cognitive și comportamentale*. Ediția a III-a. Iași: Polirom.
9. David, F., 2008. *Strategic Management. Concepts and Cases*. NJ: Pearson/Prentice Hall.
10. Delgado, M., Porter, M. and Stern, S., 2010. Clusters and Entrepreneurship. *Journal of Economic Geography*, 10(4), pp.495-518. <https://doi.org/10.1093/jeg/lbq010>.
11. Drucker, P., 1954/2007. *The practice of Management*. Classic Drucker Collection. UK: Elsevier.
12. Goleman, D., 1998. *Working with emotional intelligence*. London: Bloomsbury.
13. Goleman, D., 2000. *Leadership that gets results*. HBR Press.
14. Goleman, D., 2013. *The focused leader*. HBR Press.
15. Hoffmann, W., 2005. How to Manage a Portfolio of Alliances. *Long Range Planning*, 38(2), pp.121-143. <https://doi.org/10.1016/j.lrp.2005.03.001>.
16. Hitt, M., Hoskisson, R. and Ireland, D., 2007. *Management of strategy. Concepts and Cases*. Mason, OH: Thomson Higher Education.

17. Irimiaș, E., 2013. *Intercultural Business Communication*. Unpublished syllabus. Cluj-Napoca: Babeș-Bolyai University.
18. Johns, G., 1996. *Organizational Behavior. Understanding and Managing Life at Work*. 4th ed. New York: Harper Collins Publisher.
19. Lehene, C. and Borza, A., 2017. An integrative framework of relational governance mechanism building in strategic alliances. *Review of Economic Studies and Research Virgil Madgearu*, 10(2), pp.95-131.
20. Lehene, C., 2019. Adaptation of an educational ideal and refinement of the didactic strategies used in the management pedagogy in Romania. *Educatia 21 Journal*, 17, pp.151-163.
21. Lehene, C., 2020a. *Strategii de colaborare între companii. Contribuții privind creșterea performanțelor relaționate cu productivitatea și inovarea*. Cluj-Napoca: Presa Universitară Clujeană.
22. Lehene, C., 2020b. A Quest for Evidence-Based Interventions/Practices (EBMIs). Derivation and Testing of Management Intervention/Practices in Randomized Clinical Trials (RCTs). *Proceedings of the 14th Edition of International Management Conference*. Bucharest University of Economic Studies.
23. Libaert, T., 2009. *Planul de comunicare. Cum să-ți definești și să-ți organizezi strategia de comunicare*. Polirom: Iași.
24. Lungescu, D., 2005. *Comportamentul organizațional și managementul restructurării economiei românești*. Unpublished doctoral thesis. Cluj-Napoca: Babeș-Bolyai University.
25. Marty, M. and Segal, D., 2015. DSM-5: Diagnostic and Statistical Manual of Mental Disorders. In Cautin, R. and Lilienfeld, S. (eds.), *Encyclopedia of Clinical Psychology*, pp.965-970, Wiley-Blackwell.
26. Maslow, A., 1943. A theory of human motivation. *Psychological Review*, 50(4), pp.370-396.
27. Ministerul Dezvoltării Regionale și Administrației Publice, 2015. *Ghid de bune practici în management de proiecte*. Editura Ministerul Dezvoltării Regionale și Administrației Publice.
28. Nagy, M. and Stegorean, R., 2004. *Managementul producției industriale*. Cluj-Napoca: Editura Dacia.
29. Nicolescu, O. and Popa I., 2011. *Strategia și managementul strategic*. București: Editura Prouniversitaria.
30. Nistor, I., Viorel, D., Lăcătuș, V. and Cuceu, I., 2010. *Finanțele întreprinderii. Noțiuni teoretice și aplicative*. Cluj-Napoca: Risoprint.

31. Nistor, R. and Munteanu, V., 2013. *Managementul proiectelor europene*, Cluj-Napoca: Editura Eikon.
32. Osoian, C., 2006. *Managementul resurselor umane*. Cluj-Napoca: Presa Universitară Clujeană.
33. Petrișor, I., 2009. *Management strategic*. Timișoara: Editura Universității de Vest.
34. Pop, M., 2005. *Conducerea și promovarea vânzărilor – teorie și practică*. Cluj-Napoca: Editura Alma Mater.
35. Pop, M., 2008. *Marketing strategic*. Unpublished syllabus. Cluj-Napoca: Babeș-Bolyai University.
36. Popa, M., Lungescu, D. and Salanță, I., 2013. *Management: Concepte, Tehnici, Abilități*. Cluj-Napoca: Editura Presa Universitară Clujeană.
37. Porter, M., 1980. *Competitive Strategy: Techniques for Analyzing Industries and Competitors*. New York: Free Press.
38. Porter, M., 1996. What is a strategy? *Harvard Business Review*, 74(6), pp.61-78.
39. Porter, M., 1998. Clusters and competition: new agendas for companies, governments, and institutions. In Porter, M. *On Competition*, pp.197-287. Boston: Harvard Business School Press.
40. Porter, M., 2003. The Economic Performance of Regions. *Regional Studies*, 37(6), pp.549-578.
41. Sava, F., 2011. *Analiza datelor în cercetarea psihologică*. Cluj-Napoca: Editura ASCR
42. ***, <https://www.psychiatry.org/psychiatrists/practice/dsm>.
43. ***, <https://www.topfirme.com/caen/7022/>.
44. ***, https://en.wikipedia.org/wiki/Mosquito-malaria_theory.