

## Deloitte Case

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- Both Maria's main boss and the company itself had unrealistic expectations.
  - The client had unrealistic expectations and the consultants had unrealistic goals.
- The consultants had ineffective communication.
- The client had misinformation and misrepresentation.
- Performance on both sides of the engagement is an issue.
- Staffing is at the heart of these problems.
- Deloitte Process
  - Performance
  - Expectations
  - Staffing
  - Communication
  - Timing
- Never enter the client ahead of a partner or manager.
- Engagement Planning Memorandum: Document that is created internally in the firm. It is a 2-3 page memo that briefs the project team on what the project is about, who the key player are, and what the deliverables are. May even mention the personalities and politics of the client.
- Nothing in the case tells us that Maria had a work plan or knew what to do, walking into the engagement.
- Failure of the client, management and the partner. Mostly the partner. Seems that the partner was unethical in his representation of Deloitte to the client.

# Deloitte Case 13 8 Solution

**Edited by Rommel Sergio**



## **Deloitte Case 13 8 Solution:**

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