

Management Consulting Services - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2026 - 2031)

Market Report | 2026-01-16 | 149 pages | Mordor Intelligence

AVAILABLE LICENSES:

- Single User License \$4750.00
- Team License (1-7 Users) \$5250.00
- Site License \$6500.00
- Corporate License \$8750.00

Report description:

Management Consulting Services Market Analysis

The management consulting services market was valued at USD 357.85 billion in 2025 and estimated to grow from USD 374.67 billion in 2026 to reach USD 471.39 billion by 2031, at a CAGR of 4.70% during the forecast period (2026-2031). Solid demand for external expertise in digital transformation, risk management, and operational excellence underpins this steady growth path. Enterprises worldwide keep expanding AI, cloud, and sustainability programs, and they rely on consultants to close capability gaps, standardize best practices, and speed execution. Ongoing regulatory shifts, especially around ESG rules, add further impetus as companies seek guidance to comply without stalling innovation. A parallel rise in remote-first delivery models lowers engagement costs while enlarging addressable client pools, strengthening market resilience even during macroeconomic uncertainty.

Global Management Consulting Services Market Trends and Insights

Digital-first transformation demand

Organizations allocate record budgets to AI integration, cloud migration, and data-centric architectures. Technology consulting spending is set to exceed USD 400 billion in 2025, and 87% of enterprises that embarked on digital overhauls now rely on external advisors. Generative AI projects already represent up to 40% of new engagements among leading firms, pushing consultants to deliver intertwined technology roadmaps, change-management programs, and workforce reskilling packages in multi-year deals.

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scott-international.com

www.scott-international.com

Financial services and healthcare are focal points because regulatory scrutiny magnifies implementation complexity. The outcome is a sustained pipeline that balances near-term efficiency with long-term modernization goals.

Regulatory and risk-management complexity

Expanding ESG and data-privacy rules amplify demand for compliance advisory. The EU Corporate Sustainability Reporting Directive alone fuels an estimated USD 2 billion annual consulting opportunity. Banks and insurers face layered capital, conduct, and cyber-resilience standards that require risk assessment frameworks and reporting automation. Energy and healthcare operators confront parallel mandates tied to safety and environmental disclosures. Consultants supply audit-ready methodologies, RegTech integration skills, and cross-border policy insight, turning compliance from a cost center into a driver of structured transformation spending.

Talent shortage and high attrition

Consulting firms report attrition rates near 15-20%, while professional-services utilization has dipped as staffing gaps widen. Specialists in AI and advanced analytics command premium salaries, compressing margins. Firms invest in accelerated promotion tracks, flexible work arrangements, and alumni boomerang programs, yet chronic shortages persist. Selective project bidding and tighter resource allocation mitigate the immediate capacity squeeze but may constrain overall market expansion until talent pipelines mature.

Other drivers and restraints analyzed in the detailed report include:

Outsourcing of strategy and operations expertise
Emerging-market enterprise growth
Rise of low-cost freelance platforms

For complete list of drivers and restraints, kindly check the Table Of Contents.

Segment Analysis

Operations Consulting captured 29.15% of the management consulting services market in 2025, reflecting persistent client focus on cost control and process rigor. The segment's depth in lean methodologies, supply-chain diagnostics, and performance benchmarking secures recurring engagements. Digital Transformation Consulting, propelled by accelerated AI and cloud adoption, is forecast to advance at a 13.13% CAGR to 2031, making it the primary growth engine. Together, these segments form complementary value propositions as clients merge technology upgrades with workflow redesign. Strategy Consulting maintains relevance for market expansion and portfolio recalibration, while HR and Financial Advisory Consulting benefit from workforce realignment and ESG-linked reporting needs.

The convergence of operational and digital mandates spawns hybrid offerings where consultants embed AI-enabled analytics into process-improvement roadmaps. For instance, industrial clients now expect predictive maintenance models alongside classical throughput analysis, enabling double-digit efficiency gains. Such cross-disciplinary approaches allow firms to command higher fees and protect client relationships from specialist insurgents. As a result, revenue mix continues to shift toward technology-infused services, reinforcing the long-term position of providers that scale digital talent pools early.

Financial Services accounted for 23.85% of the management consulting services market in 2025, driven by digital banking, capital-efficiency programs, and compliance transformations. The vertical relies on consultants to orchestrate core-system modernization, risk-model validation, and fintech partnership strategies. Healthcare and Life Sciences is projected to expand at an 11.55% CAGR through 2031, spurred by digital health adoption and stricter regulatory oversight. Manufacturing clients seek Industry 4.0 roadmaps, while Energy players turn to advisors for grid modernization and sustainability metrics.

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Cross-industry themes such as cybersecurity, data governance, and ESG reporting integrate with sector-specific challenges, intensifying the need for specialized, multidisciplinary teams. In practice, financial institutions now procure bundled offerings spanning AI fraud detection, climate-risk modeling, and customer-experience redesign. Consultants that assemble domain experts with technology architects thus secure multi-year mandates, locking in revenue visibility and raising switching costs for clients.

The Management Consulting Services Market Report Segments the Industry Into by Service Type (Strategy Consulting, Operations Consulting, HR Consulting, and More), End-User Industry (IT and Telecommunications, Healthcare and Life Sciences, and More), Organization Size (Large Enterprises, and Small and Medium-Sized Enterprises), Delivery Model (On-Site Consulting, On-Site Consulting, and Hybrid Consulting), and Geography.

Geography Analysis

North America retained 37.45% of the management consulting services market share in 2025 on the back of robust enterprise technology spending and a dense regulatory environment across banking, healthcare, and energy. Generative AI project demand now constitutes up to 40% of new contracts, lifting revenue per consultant as high-value advisory replaces commodity deliverables. Federal agencies also ramp up digital-services procurement, while private-sector clients intensify ESG and cyber-resilience initiatives. The region's shift to hybrid engagement models enables firms to serve global subsidiaries without eroding margins, preserving leadership status through the forecast period.

Asia-Pacific is the fastest-growing territory with a 10.55% CAGR outlook to 2031, propelled by rapid digitalization, infrastructure rollout, and multinational regional investment. Consulting spend concentrates on financial services modernization, healthcare digitization, and manufacturing productivity. Governments across India and Southeast Asia commission smart-city blueprints and public-sector modernization studies, expanding addressable demand. Local consultancy challengers capitalize on cultural fluency and lower cost bases, but global firms maintain an edge in complex cross-border transactions and deep technical skills.

Europe posts steady expansion anchored in ESG compliance mandates and advanced data-privacy rules. The EU Corporate Sustainability Reporting Directive drives firm pipelines in sustainability reporting, while energy transition policies spark grid-modernization advisory across Germany, France, and the Nordics. Financial institutions prioritize digital core upgrades to meet open-banking norms. Data-sovereignty concerns encourage clients to engage advisors with regional hosting partners and specialized governance frameworks, reinforcing demand for niche regulatory expertise.

List of Companies Covered in this Report:

Accenture plc Deloitte Touche Tohmatsu Limited PricewaterhouseCoopers LLP KPMG International Limited Ernst and Young Global Limited McKinsey and Company Inc. Boston Consulting Group Inc. Bain and Company Inc. IBM Consulting (International Business Machines Corp.) Booz Allen Hamilton Holding Corp. Gartner Inc. Tata Consultancy Services Limited Capgemini SE FTI Consulting Inc. Oliver Wyman Group (Marsh McLennan) Roland Berger Holding GmbH Alvarez and Marsal Holdings LLC LEK Consulting LLC Kearney Inc. CGI Inc. Capco (Wipro Ltd.) Wikistrat Inc.

Additional Benefits:

- The market estimate (ME) sheet in Excel format
- 3 months of analyst support

Table of Contents:

1 INTRODUCTION

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

1.1 Study Assumptions and Market Definition

1.2 Scope of the Study

2 RESEARCH METHODOLOGY

3 EXECUTIVE SUMMARY

4 MARKET LANDSCAPE

4.1 Market Overview

4.2 Market Drivers

4.2.1 Digital-first transformation demand

4.2.2 Regulatory and risk-management complexity

4.2.3 Outsourcing of strategy and operations expertise

4.2.4 Emerging-market enterprise growth

4.2.5 ESG-linked consulting mandates

4.2.6 AI "consulting-as-a-service" models

4.3 Market Restraints

4.3.1 Talent shortage and high attrition

4.3.2 Rise of low-cost freelance platforms

4.3.3 Outcome-based fee pressure

4.3.4 Data-sovereignty delivery limits

4.4 Evaluation of Critical Regulatory Framework

4.5 Value Chain Analysis

4.6 Technological Outlook

4.7 Porter's Five Forces

4.7.1 Bargaining Power of Suppliers

4.7.2 Bargaining Power of Buyers

4.7.3 Threat of New Entrants

4.7.4 Threat of Substitutes

4.7.5 Competitive Rivalry

4.8 Impact Assessment of Key Stakeholders

4.9 Key Use Cases and Case Studies

4.10 Impact on Macroeconomic Factors of the Market

4.11 Investment Analysis

5 MARKET SEGMENTATION

5.1 By Service Type

5.1.1 Strategy Consulting

5.1.2 Operations Consulting

5.1.3 HR Consulting

5.1.4 Financial Advisory Consulting

5.1.5 Digital Transformation Consulting

5.1.6 Risk and Compliance Consulting

5.1.7 Other Service Types

5.2 By End-user Industry

5.2.1 IT and Telecommunications

5.2.2 Healthcare and Life Sciences

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

- 5.2.3 Financial Services (BFSI)
- 5.2.4 Manufacturing and Industrial
- 5.2.5 Energy and Utilities
- 5.2.6 Government and Public Sector
- 5.2.7 Real Estate and Construction
- 5.2.8 Retail and Consumer Goods
- 5.2.9 Media, Entertainment and Sports
- 5.2.10 Hospitality and Travel
- 5.2.11 Other Industries
- 5.3 By Organization Size
 - 5.3.1 Large Enterprises
 - 5.3.2 Small and Medium-sized Enterprises
- 5.4 By Delivery Model
 - 5.4.1 On-site Consulting
 - 5.4.2 Remote / Virtual Consulting
 - 5.4.3 Hybrid Consulting
- 5.5 By Geography
 - 5.5.1 North America
 - 5.5.1.1 United States
 - 5.5.1.2 Canada
 - 5.5.1.3 Mexico
 - 5.5.2 South America
 - 5.5.2.1 Brazil
 - 5.5.2.2 Argentina
 - 5.5.2.3 Rest of South America
 - 5.5.3 Europe
 - 5.5.3.1 United Kingdom
 - 5.5.3.2 Germany
 - 5.5.3.3 France
 - 5.5.3.4 Italy
 - 5.5.3.5 Spain
 - 5.5.3.6 Nordics
 - 5.5.3.7 Rest of Europe
 - 5.5.4 Middle East and Africa
 - 5.5.4.1 Middle East
 - 5.5.4.1.1 Saudi Arabia
 - 5.5.4.1.2 United Arab Emirates
 - 5.5.4.1.3 Turkey
 - 5.5.4.1.4 Rest of Middle East
 - 5.5.4.2 Africa
 - 5.5.4.2.1 South Africa
 - 5.5.4.2.2 Egypt
 - 5.5.4.2.3 Nigeria
 - 5.5.4.2.4 Rest of Africa
 - 5.5.5 Asia-Pacific
 - 5.5.5.1 China
 - 5.5.5.2 India

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

- 5.5.5.3 Japan
- 5.5.5.4 South Korea
- 5.5.5.5 ASEAN
- 5.5.5.6 Australia
- 5.5.5.7 New Zealand
- 5.5.5.8 Rest of Asia-Pacific

6 COMPETITIVE LANDSCAPE

- 6.1 Market Concentration
- 6.2 Strategic Moves
- 6.3 Market Share Analysis
- 6.4 Company Profiles (includes Global level Overview, Market level overview, Core Segments, Financials as available, Strategic Information, Market Rank/Share for key companies, Products and Services, and Recent Developments)
 - 6.4.1 Accenture plc
 - 6.4.2 Deloitte Touche Tohmatsu Limited
 - 6.4.3 PricewaterhouseCoopers LLP
 - 6.4.4 KPMG International Limited
 - 6.4.5 Ernst and Young Global Limited
 - 6.4.6 McKinsey and Company Inc.
 - 6.4.7 Boston Consulting Group Inc.
 - 6.4.8 Bain and Company Inc.
 - 6.4.9 IBM Consulting (International Business Machines Corp.)
 - 6.4.10 Booz Allen Hamilton Holding Corp.
 - 6.4.11 Gartner Inc.
 - 6.4.12 Tata Consultancy Services Limited
 - 6.4.13 Capgemini SE
 - 6.4.14 FTI Consulting Inc.
 - 6.4.15 Oliver Wyman Group (Marsh McLennan)
 - 6.4.16 Roland Berger Holding GmbH
 - 6.4.17 Alvarez and Marsal Holdings LLC
 - 6.4.18 LEK Consulting LLC
 - 6.4.19 Kearney Inc.
 - 6.4.20 CGI Inc.
 - 6.4.21 Capco (Wipro Ltd.)
 - 6.4.22 Wikistrat Inc.

7 MARKET OPPORTUNITIES AND FUTURE OUTLOOK

- 7.1 White-space and Unmet-need Assessment

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Management Consulting Services - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2026 - 2031)

Market Report | 2026-01-16 | 149 pages | Mordor Intelligence

To place an Order with Scotts International:

- Print this form
- Complete the relevant blank fields and sign
- Send as a scanned email to support@scotts-international.com

ORDER FORM:

Select license	License	Price
	Single User License	\$4750.00
	Team License (1-7 Users)	\$5250.00
	Site License	\$6500.00
	Corporate License	\$8750.00
		VAT
		Total

*Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 346.

** VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid EU Vat Numbers.

Email*	<input type="text"/>	Phone*	<input type="text"/>
First Name*	<input type="text"/>	Last Name*	<input type="text"/>
Job title*	<input type="text"/>		
Company Name*	<input type="text"/>	EU Vat / Tax ID / NIP number*	<input type="text"/>
Address*	<input type="text"/>	City*	<input type="text"/>
Zip Code*	<input type="text"/>	Country*	<input type="text"/>
		Date	<input type="text" value="2026-03-01"/>
		Signature	

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

