



# Member Survey Results Summary

RSC Consultancy Group

July 2016

# Q1: How long have you been a consultant?

- Answered: 95 Skipped: 1

Answer Choices	Responses	
< 1 year	<b>3.16%</b>	3
1 - 5 years	<b>26.32%</b>	25
> 5 years	<b>57.89%</b>	55
Not currently working as a consultant(please tell us why you joined CG)	<b>12.63%</b>	12
<b>Total</b>		<b>95</b>

## Q2: How much time do you allocate to your consultancy business?

- Answered: 95 Skipped: 1

Answer Choices	Responses
Full time/main source of income	47.37% 45
Part time	22.11% 21
Occasional	15.79% 15
Other (please specify)	14.74% 14
<b>Total</b>	<b>95</b>

## Q3: How do you trade ?

- Answered: 91 Skipped: 5

<b>Answer Choices</b>	<b>Responses</b>	
sole trader	<b>28.57%</b>	26
limited company	<b>53.85%</b>	49
member of a partnership	<b>0.00%</b>	0
employee of a consultancy practice	<b>5.49%</b>	5
employee of other organisation (eg. academic)	<b>4.40%</b>	4
Other (please specify)	<b>7.69%</b>	7
<b>Total</b>		<b>91</b>

# Q4: What type of service do you provide? (please tick all that apply)

- Answered: 91 Skipped: 5

Answer Choices	Responses	
manufacturing support	27.47%	25
people development	12.09%	11
regulatory compliance, health & safety	40.66%	37
science & technology	63.74%	58
strategy & policy	23.08%	21
legal / expert witness	26.37%	24
Other (please specify)	30.77%	28
<b>Total Respondents: 91</b>		

# Q5: What type of clients do you work for? (tick all that apply)

- Answered: 91 Skipped: 5

Answer Choices	Responses
UK industrial	80.22% 73
non-UK industrial	54.95% 50
finance / investment	8.79% 8
government	21.98% 20
education	18.68% 17
Other (please specify)	28.57% 26
<b>Total Respondents: 91</b>	

# Q6: What is your main source of new business?

- Answered: 91 Skipped: 5

Answer Choices	Responses	
existing client base	37.36%	34
personal network	46.15%	42
finance / investment	0.00%	0
government	1.10%	1
education	1.10%	1
Other (please specify)	14.29%	13
<b>Total</b>		<b>91</b>

# Q7: Have you attended RSC Consultancy Group meetings?

- Answered: 87   Skipped: 9

Answer Choices	Responses
yes, I have attended	28.74%      25
no, the location was inconvenient	32.18%      28
no, the cost was too high	9.20%      8
no, the content was not relevant to me	5.75%      5
no, for other reasons(please specify)	24.14%      21
<b>Total</b>	<b>87</b>



# Q8: Which other types of activity would be of most interest to you (tick any that apply)

- Answered: 84   Skipped: 12

Answer Choices	Responses	
local group meetings or networking events for CG members	59.52%	50
joint meetings with other professional bodies	51.19%	43
webinars on relevant topics	66.67%	56
MyRSC Consultancy Group discussion group	38.10%	32
other social media (eg LinkedIn group)	20.24%	17
Other (please specify)	8.33%	7
<b>Total Respondents: 84</b>		

# Q9: Are you listed on the Directory of Consultants?

- Answered: 84 Skipped: 12

Answer Choices	Responses	
yes, I am listed	<b>48.81%</b>	41
not yet, but I have applied for a listing	<b>13.10%</b>	11
no, I decided not to apply for listing (please tell us why not)	<b>38.10%</b>	32
<b>Total</b>		<b>84</b>

## Q10: Could you suggest topics for presentations at our future meetings or webinars?

- Some popular suggestions that we haven't addressed recently were;
  - writing proposals
  - contracts and agreements
  - working with overseas clients / Brexit implications
  - getting leads and closing deals
  - IT & data security

# Q11: What else could we do to help you get more from your CG membership?

- Suggestions included;
  - local meetings or networking events
  - coaching and mentoring
  - facilitating collaboration to tackle larger projects
  - providing proforma documents for agreements & contracts.