Category

Consulting

Trusted Advisor Ethics & Independence Playbook (Acting Only in Client's Interest)

Protecting the one asset that makes advice worth taking: genuine independence from your own interests

- Executive
- Advanced
- Template Included

- Mithun A. Sridharan

- 06 August 2021
- 4 minute(s)

Overview

A framework for maintaining genuine ethical independence as a trusted advisor — recognizing and managing the specific situations where a consultant's own commercial or reputational interests could subtly bias advice, and acting only in the client's genuine interest even when it costs the advisor something.

How is this different from the Trusted Advisor Mindset & Identity

Playbook? That playbook covers the broader internal orientation of thinking like an advisor rather than a vendor. This one is narrower and more operational — specific situations where a consultant's own commercial or reputational interest could subtly bias advice, and

concrete practices for recognizing and managing them.

Isn't independence just an obvious ethical baseline every consultant

already meets? Most consultants intend to be independent, but genuine independence requires actively recognizing specific situations where interests diverge, not just having good intentions — the biases involved are often subtle enough that good intentions alone don't reliably prevent them.

{ "@context": "https://schema.org", "@type": "FAQPage", "mainEntity": [{ "@type": "Question", "name": "How is this different from the Trusted Advisor Mindset & Identity", "acceptedAnswer": { "@type": "Answer", "text": "Playbook?\nThat playbook covers the broader internal orientation of thinking like\nan advisor rather than a vendor. This one is narrower and more\noperational — specific situations where a consultant's own commercial\nor reputational interest could subtly bias advice, and concrete\npractices for recognizing and managing them." } }, { "@type": "Question", "name": "Isn't independence just an obvious ethical baseline every consultant", "acceptedAnswer": { "@type": "Answer", "text": "already meets?\nMost consultants intend to be independent, but genuine independence\nrequires actively recognizing specific situations where interests\ndiverge, not just having good intentions — the biases involved are\noften subtle enough that good intentions alone don't reliably prevent\nthem." } }] }

Subscriber access

Unlock this playbook

This playbook — including every framework, template, and step-by-step section — is available free to Think Insights subscribers. Enter your email to unlock it instantly and get our weekly insights newsletter. No account needed, and access is remembered on this device.

First Name

Last Name

Email

Country - Select -

■ I agree to data processing in accordance with GDPR

Submit

Leave this field blank

References

Related playbooks

Consulting

Trusted Advisor Collaboration with Internal Teams & Ecosystem Partners Playbook

A framework for collaborating effectively with a client's internal teams and other ecosystem partners while maintaining trusted advisor status — avoiding both t

- Practitioner
- Intermediate
- Template Included

Read playbook

Consulting

End-to-End Consulting Engagement (From Pitch to Delivery)

A five-phase spine for running consulting engagements end to end — pitch, contract, mobilize, deliver, and close — with the templates and governance rhythm to k

- Practitioner
- Intermediate

Read playbook

Consulting

Trusted Advisor in Long-Term Strategic Accounts Playbook

A framework for sustaining genuine trusted advisor value across a multi-year strategic account relationship — actively refreshing relevance, avoiding complacenc

- Practitioner
- Advanced
- Template Included

Read playbook

Talk to us about advisory independence

Tags

- Trusted Advisor
- Ethics
- Independence

Author

Mithun A. Sridharan Thought Leader

I'm Mithun A. Sridharan, Founder of this website - Think Insights - on Strategy, Management Consulting, Leadership, Digital Transformation, and Data Literacy. Follow me on social media or connect with me on LinkedIn for updates.