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Consultant Forum #4: Defining Short-Term and Long-Term Goals



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The role of consultants in the pharmaceutical, biopharmaceutical, vaccines and medical device industries is significant. Consultants provide experienced resources in crisis situations, when new facilities are being installed, under circumstances requiring a high input of technical expertise, during regulatory emergencies, remediation's, consent decrees, and other planned and unplanned situations. Problems often occur between clients and consultants. Both clients and consultants contribute to these problems. Inadequate short and long-term objectives between consultant and client, is a relevant activity that is often poorly conducted. By establishing short and long-term objectives between client and consultants' enables a key opportunity to begin a successful client-consultant relationship.

Mini-cases shall be presented during the phases of this paper to indicate the pros and cons of not establishing short and long term objectives.

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