

Management Consultancy in the Public Sector: Evidence from Greece

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Abstract :

Improving management is challenging, particularly in the public sector, where incentives are weak. This paper examines whether management consultancy can help overcome this challenge. We designed a management intervention to reduce dropout rates and implemented it in randomly selected vocational schools in Greece. Our intervention reduces students' dropouts by approximately 10%. The primary mechanism appears to be a change in management practices, particularly those related to apprenticeship assignments and clearer delineation of responsibilities. The treatment effects persist one year after the end of the intervention. These findings suggest that management consultancy can be an effective tool for improving organizational performance beyond the private sector."