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presented in the bestselling *The McKinsey Way* and the tested in the trenches methodologies outlined in *The McKinsey Mind* and combines them with many of the principles and procedures implemented by the military and other organizations The result is nothing less than the business equivalent of a Special Forces Field Manual True to its stated goal of arming consultants and corporate problem solvers with a blueprint for achieving consistently phenomenal results *The McKinsey Engagement* is short on theory and long on action Each chapter focuses on one element in the celebrated TEAM FOCUS problem solving model and features a concise discussion of a key concept or principle followed by Clear rules of engagement A set of operating tactics Sophisticated problem solving tools Easy to follow action steps Exercises checklists and training tips War stories and best practices case studies A toolkit for bringing clarity discipline and purpose to all your problem solving and change management initiatives *The McKinsey Engagement* is an indispensable guide for consultants as well as for executives managers students and corporate trainers

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think like a strategy partner and more important develop insights like a strategy partner Almost every management or strategy book is written after the fact They are written years or months after the situation described They are written after the authors have had time to sift through their extensive work and piece together a cohesive story Hindsight is twenty twenty Those types of books are valuable because they eliminate the noise the authors sift out the dead ends they encountered and the wasteful tasks and unproductive administrative nightmares they had to endure to for example obtain a key piece of data You will not see the numerous iterations before the authors arrived at their final framework You will not know the piece of data off hand comment article or client quote that sparked the evolution of the second third fourth and final iteration of the framework You will not see how the hypotheses evolve as vital information and clues are unearthed in conversations with the client from analyses and team discussions You will not observe the choppy nature of how an insight develops You will not see how an early version of an insight is discussed dismissed and sometimes forgotten until a key piece of new data makes it relevant again You will not see the numerous discussions to tweak and adjust hypotheses insights and the final messaging to the client Those books provide valuable lessons and observations Yet the experience is what shapes a leader This book is

different and attempts to give you that experience To see the messy steps involved It was written in real time The notes were written hours before an event happened or hours afterward usually on the same day **The Firm** Duff McDonald,2013-09-10 A revelatory history of the controversial consulting firm traces its decades long influence in both business and political arenas citing its role in the establishment of mainstream practices and modern understandings about capitalism **When McKinsey Comes to Town** Walt Bogdanich,Michael Forsythe,2022-10-04 The Strategy Engagement. Part 1 Kris Safarova,2021-02-10 Do you want to develop a counterintuitive strategy insight and or lead a team to develop a counterintuitive strategy insight You have enough experience to know that frameworks decision trees applying MECE and 80 20 principles hypotheses and structured problem solving are important but they are not enough You know a brilliant insight often looks like a mediocre insight A great strategy often looks like a bad strategy Analysis is messy Data is flawed and misleading Best practices routinely fail Hypotheses change Data changes Linear thinking often does not work This book helps solve this problem We present the background to a client You get to follow the design of the strategy study and watch how the solution is developed Over the past 10 years on StrategyTraining com and FIRMSconsulting com you have seen us help numerous clients solve complex business problems developing a big data strategy a corporate strategy a digital IT strategy a pandemic disaster strategy a luxury brands strategy a turnaround transformation strategy and more all based on the combined best practices of the author and the ex McKinsey BCG et al partners who produce all the strategy training programs on StrategyTraining com The Strategy Engagement shows you the daily steps actions processes and considerations that go into developing a unique insight for a major company under tight timelines and intense scrutiny You will get to see which data is used why it was used which data was discarded and why it was discarded On a daily and weekly basis you will see us use strategy considerations engagement update reports storyboards analyses tools strategy maps client management tools and more summarizing the best practices from ex McKinsey BCG et al partners and our most successful clients to help you solve mankind s most pressing problems The Strategy Engagement helps you learn the routine to solve strategy and business problems like a strategy partner You will get to see the numerous contradictions nuances and trade offs that the highest performing strategy thinkers face You will learn how to make ethical and balanced decisions based on who is the client and who is not the client The core of this book revolves around the daily guides to show you how the study is designed planned staffed structured and run all the way from focus interviews to day in the life of studies to financial analysis financial modeling and case studies The book is divided into weeks Each week is split into days Days are split into key activities and observations from the study While we can t guarantee the results of each reader clients who have used the book and FIRMSconsulting Insiders who have used the accompanying online training program consisting of 270 videos on which the book is based report Deeper insightsGreater recognitionRapid promotionsDeeper understanding of executivesHappier teamsGreater productivityProject successSuperior assignmentsThe book takes you step by step week by week and day by day

through the process to receive a problem frame the problem structure the analysis assemble the team manage the team and manage the client toward the solution You get to go inside the mind of a strategy partner That is the greatest benefit of this book At times you will see references to additional resources that our most loyal members FIRMSconsulting Insiders and SLIDES members have access to should they need to dive deeper into a specific topic e g competitive strategy digital IT strategy implementation problem solving etc Note Due to the page number restrictions for print books this book is split into two parts You can follow the rest of the engagement in Part 2

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Joosr,2016 **McKinsey Mind** Ethan M. Rasiel,2001 **Big Business and Human Values** Theodore V. Houser,2012-04-01 The Mckinsey Way: Using The Te Rasiel,2003-04 The McKinsey Way will reveal the problem solving communication and management techniques of the world s most respected corporate doctor Each rule will be coupled with anecdotes and lessons from actual McKinsey consulting projects The McKinsey Way will open the door on this secretive company and let business people around the world learn the lessons that McKinsey teaches its own consultants to make them more effective and efficient This book will allow people to take McKinsey s secrets and apply them in their own business life Techniques include how to develop a toolkit of problem solving techniques that can be used in diverse business situations how to sell without selling how to turn enemies into allies and more Anybody can take these lessons and use them in their own situations to be more successful whether you want to be a guru or just act like one

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The Consultant's Code Andy Fry,2017-11-20 The Consultant s Code will help separate you from all of the other consultants by showing you how to properly develop and use the four pillars of success The four pillars are intelligence effort likeability and intent Each pillar is discussed in detail and shows how common misconceptions that have been taught or believed has been holding consultants back These misconceptions and inaccurate beliefs not only affect the consultants they negatively affect clients Understanding that intelligence can be developed as well as knowing the different types of intelligence consultants can use their natural skills to improve their careers Also being aware of the different types of intelligence a consultant can identify deficiencies that may be holding them back develop those capabilities and use it to be more efficient and effective This awareness also

improves relationships as we better understand other capabilities and how those skills are required to have an effective team Effort is required for anyone to be successful however many people are taught to work hard rather than put in focused effort Also consultants are taught to put in billable hours regardless if these hours are focused and efficient Focused effort allows a consultant to be more efficient in their learning consulting hours and other activities Living a full life is based in having focused and concerted effort in what we do each day Likeability may be the most forgotten of all of the pillars by most consultants Consultants are commonly taught to develop technical skills believing that all clients want are technical results However the issues clients face are human based issues The solutions may be technical as well as other forms of solutions but the problems always affect a human being Therefore likeability is critical for the success of a consultant The Consultant s Code discusses methods of developing likeability as well as ways that likeability can be eroded through thoughtless activities that commonly occur on many client engagements The final pillar is Intent Intent is the act of having a purpose to what you are doing and having the tenacity and persistence to battle through the difficult hurdles Due to the nature of temporary engagements consultants can often get away with little to no intent as their client relationships will come to and end This is inaccurate thinking and can lead to lost profits and many strained relationships Using intent will improve a consultants career and their relationships which can result in higher earnings more gratifying rewarding and challenging opportunities The Consultant s Code discusses what consultants can do to develop more intent and have a more fulfilling career

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