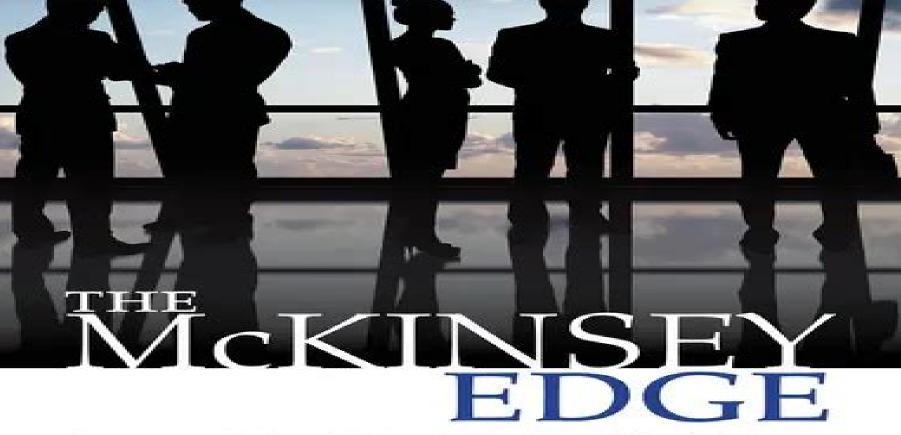
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different and attempts to give you that experience To see the messy steps involved It was written in real time The notes were written hours before an event happened or hours afterward usually on the same day The Firm Duff McDonald, 2013-09-10 A revelatory 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 When McKinsey Comes to Town Walt Bogdanich, Michael Forsythe, 2022-10-04 capitalism 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

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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

Strategy. Part 1 Kris Safarova, 2021-08-27 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 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 should they need to dive deeper into a specific topic e g competitive strategy digital IT strategy implementation

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