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THE McKINSEY EDGE

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SHU HATTORI

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Ethan M. Rasiel

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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 Strategy. Part 2 Kris Safarova,2021-08-26 *The Strategy Engagement. Part 2* Kris Safarova,2021-01-21 The goal of this book is to help you 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

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