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Mckinsey Edge Principles Powerful Consulting Ebook

Ethan M. Rasiel



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The McKinsey Edge, 2018 The McKinsey Edge: Success Principles from the World's Most Powerful Consulting Firm Shu Hattori, 2015-11-27 47 strategies elite managers follow to reach the highest level of success The McKinsey Edge culls the personal best practices of an exclusive group of managers connected to McKinsey Company a firm that services eighty percent of the world's largest corporations Through a wealth of 47 rigorously selected battle tested immediately implementable and practical tips readers discover the secrets to building the self growing with others enhancing process management and going the extra mile to reach the next leadership horizon Everyone struggling to accelerate their career will keep this book at their fingertips for its rare real world advice for ascending through the levels of management all of which require specific mindsets and capabilities that only a handful of people ever master **McKinsey Management Techniques (EBOOK BUNDLE)** Ethan M. Rasiel, 2011-11-18 Hone your management strategy and skills for long term success the McKinsey Way Two books in one eBook package The international bestseller The McKinsey Way provides a through the keyhole look at McKinsey Company the world's leading management consulting firm The McKinsey Mind reveals the hands on secrets behind the firm's success and explains how executives from any industry can use those tactics to be more proactive and successful in their day to day decision making Now McKinsey Management Techniques combines both books into a single ebook so you can access valuable management lessons of this legendary firm wherever and whenever you have your eBook reader The McKinsey Way INTERNATIONAL BESTSELLER Get an inside look at how the secretive McKinsey works its magic and learn how to emulate the firm's well honed practices in problem solving communication and management This detailed guide teaches you how to think about business problems solve them and approach every aspect of a task the McKinsey way Learn how to Recruit and mold elite consultants Sell without selling Jumpstart research and make brainstorming more productive Keep a team at the top its game Create and deliver powerful presentations The McKinsey Mind The McKinsey Mind reveal the ways in which McKinsey consultants consistently deliver their magic and how you can apply their lessons to achieve exceptional results in companies from 10 employees to 10 000 Packed with insights and brainstorming exercises for honing your McKinsey mindset this in depth guidebook helps you Frame business problems to make them susceptible to rigorous fact based analysis Use the same fact based analysis in conjunction with gut instinct to make strategic decisions Conduct meaningful interviews and summarize the content of those interviews Analyze the data to find out the so what Clearly communicate fact based solutions to all pertinent decision makers Capture and manage the knowledge in any organization to maximize its value **The McKinsey Engagement: A Powerful Toolkit For More Efficient and Effective Team Problem Solving** Paul N. Friga, 2008-09-14 The third volume in the internationally bestselling McKinsey Trilogy The McKinsey Engagement is an action guide to realizing the consistently high level of business solutions achieved by the experts at the world's most respected consulting firms Former consultant Dr Paul Friga distills the

guiding principles first 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 **McKinsey Mind** Ethan M. Rasiel, Paul N. Friga, 2001-10-17

The groundbreaking follow up to the international bestseller a hands on guide to putting McKinsey techniques to work in your organization McKinsey Company is the most respected and most secretive consulting firm in the world and business readers just can't seem to get enough of all things McKinsey Now hot on the heels of his acclaimed international bestseller *The McKinsey Way* Ethan Rasiel brings readers a powerful new guide to putting McKinsey concepts and skills into action *The McKinsey Mind* While the first book used case studies and anecdotes from former and current McKinseyites to describe how the firm solves the thorniest business problems of their A list clients *The McKinsey Mind* goes a giant step further It explains step by step how to use McKinsey tools techniques and strategies to solve an array of core business problems and to make any business venture more successful Designed to work as a stand alone guide or together with *The McKinsey Way* *The McKinsey Mind* follows the same critically acclaimed style and format as its predecessor In this book authors Rasiel and Friga expand upon the lessons found in *The McKinsey Way* with real world examples parables and easy to do exercises designed to get readers up and running *The McKinsey Way* Ethan M. Rasiel, 1999-02-22

If more business books were as useful concise and just plain fun to read as *THE MCKINSEY WAY* the business world would be a better place Julie Bick best selling author of *ALL I REALLY NEED TO KNOW IN BUSINESS I LEARNED AT MICROSOFT* Enlivened by witty anecdotes *THE MCKINSEY WAY* contains valuable lessons on widely diverse topics such as marketing interviewing team building and brainstorming Paul H Zipkin Vice Dean The Fuqua School of Business It's been called a breeding ground for gurus McKinsey How to sell without selling How to use facts not fear them Techniques to jump start research and make brainstorming more productive How to build and keep a team at the top its game Powerful presentation methods including the famous waterfall chart rarely seen outside McKinsey How to get ultimate buy in to your findings Survival tips for working in high pressure organizations Both a behind the scenes look at one of the most admired and secretive companies in the business world and a toolkit of problem solving techniques without peer *THE MCKINSEY WAY* is

fascinating reading that empowers every business decision maker to become a better strategic player in any organization

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 insights Greater recognition Rapid promotions Deeper understanding of executives Happier teams Greater productivity Project success Superior assignments 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 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.

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 importantly, 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.

Summary: The McKinsey Mind BusinessNews Publishing, 2014-11-12. The must-read summary of Ethan Rasiel and Paul Friga's book *The McKinsey Mind: Understanding and Implementing the Problem Solving Tools and Management Techniques of the World's Top Strategic Consulting Firm*. This complete summary of the ideas from *The McKinsey Mind* explores the reasons behind the tremendous success of the eponymous strategic consulting firm and presents the structured problem-solving process each McKinsey consultant uses in order to develop and often help implement solutions to their client's strategic problems. In this useful summary, you will learn how to use the McKinsey problem-solving methodology so as to improve your decision-making success rate, structure your thinking about business problems, and win more people over to your way of thinking. Added value of this summary: Save time. Understand the key concepts. Expand your business knowledge. To learn more, read *The McKinsey Mind* and discover how to solve problems efficiently.

Joosr Guide to ... the McKinsey Way by Ethan Rasiel, 2016 [McKinsey Mind](#) Ethan M. Rasiel, 2001

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.

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 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.

When McKinsey Comes to Town Walt Bogdanich, Michael Forsythe, 2022-10-04 **Big Business and Human Values** Theodore V. Houser, 2012-04-01 The McKinsey Mind Rasiel, 2003-12

Packed with insights and brainstorming exercises for establishing the McKinsey mind set, this book is an in-depth guidebook for applying McKinsey methods in any industry and organizational environment. Taking a step-by-step approach, The McKinsey Mind looks at the McKinsey mystique from every angle. Owners, executives, consultants, and team leaders can look to this comprehensive treatment for ways to follow McKinsey's MECE (mutually exclusive, collectively exhaustive) line of attack. Frame business problems to make them susceptible to rigorous fact-based analysis. Use the same fact-based analysis in conjunction with gut instinct to make strategic

decisions Conduct meaningful interviews and effectively summarize the content of those interviews Analyze the data to find out the so what Clearly communicate fact based solutions to all pertinent decision makers Capture and manage the knowledge in any organization to maximize its value

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