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McKinsey 7S Framework

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How many times have you written an email at work, read it back and found that it didn't make as much sense as you'd hoped? or worse, someone else has told you that they can't follow it. The Pyramid Principle will show you how to communicate your ideas clearly and succinctly. Barbara Minto reveals that the mind automatically sorts information into distinctive pyramidal groupings. However, if any group of ideas are arranged into a pyramid structure in the first place, not only will it save valuable time and effort to write, it will take even less effort to read and comprehend it. The Pyramid Principle explains how to: * think creatively, reason lucidly, and express ideas with clarity * define complex problems and establish the objectives of any document * assess your ideas and recognize their relative importance * structure your reasoning into a coherent and transparent argument * analyze your argument to confirm its effectiveness. The clear communication of ideas, whether to clients, colleagues or the management board, is a key factor in determining personal success. Applying the Pyramid Principle will enable you to present your thinking so clearly that the ideas move off the page and into the reader's mind with a minimum of effort and a maximum of effect. Bring your ideas to life!

Connect

Whether you are looking to build on your management studies or experience of working in business, you are likely to have come across management consultancy and will need a clear and concise introduction to this area to help you understand its

practices and techniques in order to hire and implement management consultancy in the future. This text provides you with these essentials for success in your studies and later industries when working with and not just for consultancy firms. The text is built around learning objectives to empower your understanding of the 'what', 'how', 'when' and 'why' at macro and micro levels of management consultancy and its stakeholders, and provides you with engaging real life examples and extra web materials for study. As well as full courses on management consultancy, this text will be invaluable to your management knowledge and skill-set across strategy, change, analytics, problem-solving, solution implementation and decision-making as applied by the world's top management consulting firms, such as McKinsey & Company, The Boston Consulting Group, and Bain & Company. Visit the companion website www.sagepub.co.uk/baaij Lecturer 's resources Lecturer 's guide Teaching notes per chapter Answer guidance to end-of-chapter questions in book Suggested discussion questions Suggested small group assignments Suggested small group field project Lecture slides Option 1: provide all figures of the book on PowerPoint slides Option 2: create complete PowerPoint presentations for each chapter Exercises Exam questions Discussion forum Student resources Templates for developing logical structures Web resources Consultancy publications Consultancy web site, career page Job application preparation services Consultancy institutions

Business and Management Education in China

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"I had the privilege of working closely with Marvin and McKinsey for many years. This book makes Marvin come to life and perpetuates him as a role model." -Peter F. Drucker "A wonderful book about a wonderful man. In many ways, Marvin's McKinsey framed the hypotheses in our own search for excellence-for example, passion for values, belief in people as the prime resource, and willingness to let people experiment. As well as I thought I knew Marvin, however, this remarkable book, drawing on the collective memories of those who worked most closely with him, taught me a ton about how extraordinary the man really was and what made him that way. Many have called Drucker the man who invented management; I think history will conclude that both he and Marvin Bower share that pedestal." -Bob Waterman, coauthor of In Search of Excellence "Marvin Bower became a legend, not just within McKinsey & Company, but within professional services and the business world more broadly. In everything he did and said, he embodied the professional approach and the importance of values. This book sheds remarkable insight on a remarkable man and on the power of constancy of purpose." -Ian Davis, Worldwide Managing Director, McKinsey & Co. "It is as Marvin would have wanted it-simple, honest, fact-based, wonderful stories with a long-term perspective. An insightful read about the father of management consulting." -Lois Juliber, retired COO, Colgate-Palmolive "This book provides fascinating insight into the early days of modern management consulting. It is an extremely enlightening look at the origin of one of America's most important professions and one of America's most innovative leaders." -Thomas H. Lee, founder, Chairman, and President, Thomas H. Lee Partners L.P.

Atomic Habits

Managing people is fraught with challenges—even if you're a seasoned manager. Here's how to handle them. If you read nothing else on managing people, read these 10 articles (featuring “ Leadership That Gets Results, ” by Daniel Goleman). We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you maximize your employees' performance. HBR's 10 Must Reads on Managing People will inspire you to: Tailor your management styles to fit your people Motivate with more responsibility, not more money Support first-time managers Build trust by soliciting input Teach smart people how to learn from failure Build high-performing teams Manage your boss This collection of best-selling articles includes: featured article "Leadership That Gets Results" by Daniel Goleman, "One More Time: How Do You Motivate Employees?" "The Set-Up-to-Fail Syndrome," "Saving Your Rookie Managers from Themselves," "What Great Managers Do," "Fair Process: Managing in the Knowledge Economy," "Teaching Smart People How to Learn," "How (Un)ethical Are You?" "The Discipline of Teams," and "Managing Your Boss."

Strategy Beyond the Hockey Stick

The third volume in the internationally bestselling McKinsey Trilogy, The McKinsey

Free Copy PDF The Mckinsey Way

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.

The McKinsey Way

The MECE Muse

The global Magnitsky Human Rights Accountability Act : hearing before the Subcommittee on Africa, Global Health, Global Human Rights, and International Organizations of the Committee on Foreign Affairs, House of Representatives, One Hundred Fourteenth Congress, first session, April 29, 2015.

The Management Consultant

Solving complex problems and selling their solutions is critical for personal and organizational success. For most of us, however, it doesn't come naturally and we haven't been taught how to do it well. Research shows a host of pitfalls trips us up when we try: We're quick to believe we understand a situation and jump to a flawed solution. We seek to confirm our hypotheses and ignore conflicting evidence. We view challenges incompletely through the frameworks we know instead of with a fresh pair of eyes. And when we communicate our recommendations, we forget our reasoning isn't obvious to our audience. How can we do it better? In *Cracked It!*, seasoned strategy professors and consultants Bernard Garrette, Corey Phelps and Olivier Sibony present a rigorous and practical four-step approach to overcome these pitfalls. Building on tried-and-tested (but rarely revealed) methods of top strategy consultants, research in cognitive psychology, and the latest advances in design

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thinking, they provide a step-by-step process and toolkit that will help readers tackle any challenging business problem. Using compelling stories and detailed case examples, the authors guide readers through each step in the process: from how to state, structure and then solve problems to how to sell the solutions. Written in an engaging style by a trio of experts with decades of experience researching, teaching and consulting on complex business problems, this book will be an indispensable manual for anyone interested in creating value by helping their organizations crack the problems that matter most.

No Filter

Winner of the 2020 Financial Times and McKinsey Business Book of the Year Award
* Finalist for SABEW'S Inaugural Best in Business Book Award In this “ sequel to The Social Network ” (The New York Times), award-winning reporter Sarah Frier reveals the never-before-told story of how Instagram became the most culturally defining app of the decade. “ The most enrapturing book about Silicon Valley drama since Hatching Twitter ” (Fortune), No Filter “ pairs phenomenal in-depth reporting with explosive storytelling that gets to the heart of how Instagram has shaped our lives, whether you use the app or not ” (The New York Times). In 2010, Kevin Systrom and Mike Krieger released a photo-sharing app called Instagram, with one simple but irresistible feature: it would make anything you captured look more beautiful. The cofounders cultivated a community of photographers and artisans around the app, and

it quickly went mainstream. In less than two years, it caught Facebook ' s attention: Mark Zuckerberg bought the company for a historic \$1 billion when Instagram had only thirteen employees. That might have been the end of a classic success story. But the cofounders stayed on, trying to maintain Instagram ' s beauty, brand, and cachet, considering their app a separate company within the social networking giant. They urged their employees to make changes only when necessary, resisting Facebook ' s grow-at-all-costs philosophy in favor of a strategy that highlighted creativity and celebrity. Just as Instagram was about to reach a billion users, Facebook ' s CEO Mark Zuckerberg—once supportive of the founders ' autonomy—began to feel threatened by Instagram ' s success. Frier draws on unprecedented access—from the founders of Instagram, as well as employees, executives, and competitors; Anna Wintour of Vogue; Kris Jenner of the Kardashian-Jenner empire; and a plethora of influencers worldwide—to show how Instagram has fundamentally changed the way we show, eat, travel, and communicate, all while fighting to preserve the values which contributed to the company ' s success. “ Deeply reported and beautifully written ” (Nick Bilton, Vanity Fair), No Filter examines how Instagram ' s dominance acts as a lens into our society today, highlighting our fraught relationship with technology, our desire for perfection, and the battle within tech for its most valuable commodity: our attention.

McKinsey Mind

Free Copy PDF The Mckinsey Way

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

Bulletproof Problem Solving

Boost business performance, prepare for change and implement effective strategies This book is a practical and accessible guide to understanding and implementing the McKinsey 7S framework, providing you with the essential information and saving time. In 50 minutes you will be able to:

- Understand the 7 aspects of this dynamic model
- Realize how these aspects are interconnected and the impact this has on your business
- Use the 7S framework to implement new projects and changes into your business

ABOUT 50MINUTES.COM | Management & Marketing

50MINUTES.COM provides the tools to quickly understand the main theories and concepts that shape the economic world of today. Our publications are easy to use and they will save you time. They provide elements of theory and case studies, making them excellent guides to understand key concepts in just a few minutes. In fact, they are the starting point to take action and push your business to the next level.

The Irresistible Consultant's Guide to Winning Clients

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!

Beyond HR

The #1 New York Times bestseller. Over 1 million copies sold! Tiny Changes, Remarkable Results No matter your goals, Atomic Habits offers a proven framework for improving--every day. James Clear, one of the world's leading experts on habit

formation, reveals practical strategies that will teach you exactly how to form good habits, break bad ones, and master the tiny behaviors that lead to remarkable results. If you're having trouble changing your habits, the problem isn't you. The problem is your system. Bad habits repeat themselves again and again not because you don't want to change, but because you have the wrong system for change. You do not rise to the level of your goals. You fall to the level of your systems. Here, you'll get a proven system that can take you to new heights. Clear is known for his ability to distill complex topics into simple behaviors that can be easily applied to daily life and work. Here, he draws on the most proven ideas from biology, psychology, and neuroscience to create an easy-to-understand guide for making good habits inevitable and bad habits impossible. Along the way, readers will be inspired and entertained with true stories from Olympic gold medalists, award-winning artists, business leaders, life-saving physicians, and star comedians who have used the science of small habits to master their craft and vault to the top of their field. Learn how to:

- make time for new habits (even when life gets crazy);
- overcome a lack of motivation and willpower;
- design your environment to make success easier;
- get back on track when you fall off course; and much more.

Atomic Habits will reshape the way you think about progress and success, and give you the tools and strategies you need to transform your habits--whether you are a team looking to win a championship, an organization hoping to redefine an industry, or simply an individual who wishes to quit smoking, lose weight, reduce stress, or achieve any other goal.

The Consulting Apprenticeship

"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 & Company is the gold-standard consulting firm whose alumni include titans such as "In Search of Excellence" author Tom Peters, Harvey Golub of American Express, and Japan's Kenichi Ohmae. When Fortune 100 corporations are stymied, it's the "McKinsey-ites" whom they call for help. In THE MCKINSEY WAY, former McKinsey associate Ethan Rasiel lifts the veil to show you how the secretive McKinsey works its magic, and helps you emulate the firm's well-honed practices in problem solving, communication, and management. He shows you how McKinsey-ites think about business problems and how they work at solving them, explaining the way McKinsey approaches every aspect of a task: How McKinsey recruits and molds its elite consultants; 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 Management Consultant

Everything you need to know about building a successful, world-class consulting practice Whether you are a veteran consultant or new to the industry, an entrepreneur or the principal of a small firm, The Consulting Bible tells you absolutely everything you need to know to create and expand a seven-figure independent or boutique consulting practice. Expert author Alan Weiss, who coaches consultants globally and has written more books on solo consulting than anyone in history, shares his expertise comprehensively. Learn and appreciate the origins and evolution of the consulting profession Launch your practice or firm and propel it to top performance Implement your consulting strategies in public and private organizations, large or small, global or domestic Select from the widest variety of consulting methodologies Achieve lasting success in your professional career and personal goals The author is recognized as "one of the most highly regarded independent consultants in America" by the New York Post and "a worldwide expert in executive education" by Success Magazine Whether you're just starting out or

looking for the latest trends in modern practice, The Consulting Bible gives you an unparalleled toolset to build a thriving consultancy.

The Unsung Hero: Troubleshooters 1

Bill, a former McKinsey and BCG partner, distills his life, loves and lessons in his captivating memoir on the evolution of the modern marketer. He presents an entirely new way to think about unlocking value in market spaces, not places.

Smart Collaboration

The "Greatest Business Book of All Time" (Bloomsbury UK), *In Search of Excellence* has long been a must-have for the boardroom, business school, and bedside table. Based on a study of forty-three of America's best-run companies from a diverse array of business sectors, *In Search of Excellence* describes eight basic principles of management -- action-stimulating, people-oriented, profit-maximizing practices -- that made these organizations successful. Joining the HarperBusiness Essentials series, this phenomenal bestseller features a new Authors' Note, and reintroduces these vital principles in an accessible and practical way for today's management reader.

McKinsey's Marvin Bower

A cult classic, adapted into a film starring Christian Bale. Is evil something you are? Or is it something you do? Patrick Bateman has it all: good looks, youth, charm, a job on Wall Street, reservations at every new restaurant in town and a line of girls around the block. He is also a psychopath. A man addicted to his superficial, perfect life, he pulls us into a dark underworld where the American Dream becomes a nightmare . . . With an introduction by Irvine Welsh, Bret Easton Ellis's *American Psycho* is one of the most controversial and talked-about novels of all time. A multi-million-copy bestseller hailed as a modern classic, it is a violent black comedy about the darkest side of human nature.

Innovate the Pixar Way: Business Lessons from the World ' s Most Creative Corporate Playground

Phil M. Jones has trained more than two million people across five continents and over fifty countries in the lost art of spoken communication. In *Exactly What to Say*, he delivers the tactics you need to get more of what you want.

Cracked it!

"Strategic Storytelling" is a complete guide to creating persuasive business presentations. Based on intensive study of presentations developed by leading management consulting firms, this step-by-step playbook shows you how to craft stories using proven narrative frameworks, design data-driven slides, and master your verbal and non-verbal delivery.

Marketing Saves the World

A behind-the-scenes, 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 while evaluating the failures that have compromised its reputation. 60,000 first printing.

Strategic Storytelling

The story of how and why a group of prominent and influential men in New York City and beyond came together to help women gain the right to vote. The Suffragents is the untold story of how some of New York 's most powerful men formed the Men 's League for Woman Suffrage, which grew between 1909 and 1917 from 150 founding members into a force of thousands across thirty-five states. Brooke Kroeger

explores the formation of the League and the men who instigated it to involve themselves with the suffrage campaign, what they did at the behest of the movement ' s female leadership, and why. She details the National American Woman Suffrage Association ' s strategic decision to accept their organized help and then to deploy these influential new allies as suffrage foot soldiers, a role they accepted with uncommon grace. Led by such luminaries as Oswald Garrison Villard, John Dewey, Max Eastman, Rabbi Stephen S. Wise, and George Foster Peabody, members of the League worked the streets, the stage, the press, and the legislative and executive branches of government. In the process, they helped convince waffling politicians, a dismissive public, and a largely hostile press to support the women ' s demand. Together, they swayed the course of history. “ The Suffragents is proof that the clatter of dishes that America ' s power brokers were hearing as they sat in their smoking parlors back in the early twentieth century meant more than clean china and emptied ashtrays. Someone was cooking up plans. The book reveals the careful, never-before-told story of how women carefully calculated and planned their own liberation, directing the prominent power brokers in America into action. With smooth efficiency and the touch of a novelist, Brooke Kroeger shows how the suffragist movement, engineered by women from top to bottom, cleverly stitched in the involvement of men from all walks of professional and political life, directed by women who used neither gun nor blade to direct the men, but the weapons of intelligence, cleverness, and when necessary, subterfuge. The collaboration in this balance of power between prominent men who invested in the movement, and the

women who directed them, has everything to teach us today.” — James McBride, author of *The Color of Water: A Black Man ’ s Tribute to His White Mother* and *The Good Lord Bird* “ Not all the suffragists who risked ridicule to march down Fifth Avenue in the big parades touting votes for women wore dresses. Brooke Kroeger meticulously documents the largely unsung role of men who publicly supported their wives, mothers, sisters, or lovers in the final dramatic decade of women ’ s seventy-year battle for the ballot.” — Linda J. Lumsden, author of *Inez: The Life and Times of Inez Milholland and Rampant Women: Suffragists and the Right of Assembly* “ Women ‘ need ’ men to get the rights they deserve: after all, men had to vote to let women vote. Brooke Kroeger gives us the first history of the Men ’ s League for Woman Suffrage, the ‘ Gentleman ’ s Auxiliary ’ of the women ’ s movement. Eschewing the spotlight, they supported gender equality, as we all should, because it ’ s quite simply the right thing to do. With this gift, Kroeger gives us back a bit of our history.” — Michael S. Kimmel, coeditor of *Against the Tide: Pro-Feminist Men in the United States, 1776 – 1990: A Documentary History*

The Man Who Knew

Complex problem solving is the core skill for 21st Century Teams Complex problem solving is at the very top of the list of essential skills for career progression in the modern world. But how problem solving is taught in our schools, universities, businesses and organizations comes up short. In *Bulletproof Problem Solving: The*

One Skill That Changes Everything you ' ll learn the seven-step systematic approach to creative problem solving developed in top consulting firms that will work in any field or industry, turning you into a highly sought-after bulletproof problem solver who can tackle challenges that others balk at. The problem-solving technique outlined in this book is based on a highly visual, logic-tree method that can be applied to everything from everyday decisions to strategic issues in business to global social challenges. The authors, with decades of experience at McKinsey and Company, provide 30 detailed, real-world examples, so you can see exactly how the technique works in action. With this bulletproof approach to defining, unpacking, understanding, and ultimately solving problems, you ' ll have a personal superpower for developing compelling solutions in your workplace. Discover the time-tested 7-step technique to problem solving that top consulting professionals employ Learn how a simple visual system can help you break down and understand the component parts of even the most complex problems Build team brainstorming techniques that fight cognitive bias, streamline workplanning, and speed solutions Know when and how to employ modern analytic tools and techniques from machine learning to game theory Learn how to structure and communicate your findings to convince audiences and compel action The secrets revealed in Bulletproof Problem Solving will transform the way you approach problems and take you to the next level of business and personal success.

Exactly What to Say

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Troubleshooters: They Never Let You Down. The first addictive romantic suspense novel in New York Times bestselling author Suzanne Brockmann's Troubleshooters series, filled with thrilling adventure, excitement and passion. In THE UNSUNG HERO, Lieutenant Tom Paoletti faces a fight with the enemy of his nightmares if he is to have a chance of a life with the woman of his dreams, Kelly Ashton. After a near-fatal head injury, Navy SEAL Lieutenant Tom Paoletti is ordered to take a leave of absence from his team. Although it's the last thing he wants, Tom decides to make the best of a visit home to New England - and a chance to reconnect with childhood sweetheart Kelly Ashton. Kelly, now a doctor, has returned home to lick her wounds following a failed marriage but she has never forgotten Tom, the once infamous bad boy of the town. When Tom catches a terrifying glimpse of an international terrorist in their hometown, and the Navy dismisses the danger as injury-induced imaginings, Kelly is the one person who never doubts him. Creating his own makeshift counterterrorist team from his most loyal officers and the town's residents, Tom knows they must save the day if he is to have one last chance for happiness with Kelly

The Consulting Bible

This pioneering book offers a unique constellation of essays focused on the important social and economic changes affecting educational institutions in China. It provides an in-depth examination of the potential and obstacles for business and management

education in the world's second largest economy and most populated country. This volume is an essential resource for anyone with an interest in teaching, developing a new program, or entering into a joint venture in China. A wide range of topics, such as economic transition, pedagogical issues, professional training and alliance formation, are discussed from the standpoint of deans, educators, directors and consultants of educational institutions hailing from both the East and the West.

The McKinsey Engagement: A Powerful Toolkit For More Efficient and Effective Team Problem Solving

Beat the odds with a bold strategy from McKinsey & Company “ Every once in a while, a genuinely fresh approach to business strategy appears ” – legendary business professor Richard Rumelt, UCLA McKinsey & Company ’ s newest, most definitive, and most irreverent book on strategy—which thousands of executives are already using—is a must-read for all C-suite executives looking to create winning corporate strategies. Strategy Beyond the Hockey Stick is spearheading an empirical revolution in the field of strategy. Based on an extensive analysis of the key factors that drove the long-term performance of thousands of global companies, the book offers a ground-breaking formula that enables you to objectively assess your strategy ’ s real odds of future success. "This book is fundamental. The principles laid out here, with compelling data, are a great way around the social pitfalls in strategy development. ” —

Free Copy PDF The Mckinsey Way

Frans Van Houten, CEO, Royal Philips N.V. The authors have discovered that over a 10-year period, just 1 in 12 companies manage to jump from the middle tier of corporate performance—where 60% of companies reside, making very little economic profit—to the top quintile where 90% of global economic profit is made. This movement does not happen by magic—it depends on your company ' s current position, the trends it faces, and the big moves you make to give it the strongest chance of vaulting over the competition. This is not another strategy framework. Rather, *Strategy Beyond the Hockey Stick* shows, through empirical analysis and the experiences of dozens of companies that have successfully made multiple big moves, that to dramatically improve performance, you have to overcome incrementalism and corporate inertia. “ A different kind of book—I couldn ' t put it down. Inspiring new insights on the facts of what it takes to move a company ' s performance, combined with practical advice on how to deal with real-life dynamics in management teams. ” —Jane Fraser, CEO, Citigroup Latin America

McKinsey Management Techniques (EBOOK BUNDLE)

Though it's a potentially lucrative enterprise, the reality of independent consulting seldom matches the dream. Most solo consultants and boutique consulting firms are perpetually within six months of bankruptcy due to the sputtering unreliability of their new business engines. The problem, according to international consulting expert David A. Fields, is twofold: 1) lack of a consistent, proven plan, and 2) fundamental

misunderstanding about what clients want in a consultant. Fields, who has helped hundreds of consultants and boutique firms worldwide build lucrative, sustainable practices, replaces the typical consultant's mindset of emphasizing expertise and differentiated processes with a focus on building relationships, engendering trust, and solving clients' existing problems. In *The Irresistible Consultant's Guide to Winning Clients: Six Steps to Unlimited Clients and Financial Freedom*, Fields synthesizes his decades of experience into a step-by-step approach to winning more projects from more clients at higher fees. From nuts-and-bolts business advice and tactics to a deeply insightful breakdown of the human side of a very human profession, Fields delivers a comprehensive guidebook that is at once highly approachable and satisfyingly detailed.

An Introduction to Management Consultancy

“Details how this playful organization provides a working environment that encourages imagination, inventiveness, and joyful collaboration. If you dream of creating a more positive climate in your company, this book might just make your dreams come true.” Ken Blanchard, coauthor of *The One Minute Manager®* and *Helping People Win at Work* Unleash Pixar-style creativity in any organization! Authors of the business classic *The Disney Way*, Bill Capodagli and Lynn Jackson take a behind-the-scenes look at the company built upon the “magic” of Disney. Readers of this concise and accessible book will learn how to apply Pixar's secrets

of success, which include the company ' s ability to turn visions into clear directives and its remarkable focus on detail, which translates into products of the utmost quality. Other lessons include how to hire creative people and always challenging the status quo.

The Suffragents

The groundbreaking follow-up to the international bestsellera 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 actionThe 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.

Key MBA Models

Key MBA Models is a one-stop-shop for all business course students and practicing managers. It contains the core management models from each business discipline – from Strategy and Finance to Marketing and Accounting – and distils them into concise summaries of what they are and how to apply them. Written by London Business School Professor Julian Birkinshaw, it covers the essential models that all business students and managers need to know. Themed around the course modules on an MBA, the 60+ models fall into the following categories: Strategy Business Economics Finance Decision Science Accounting Operations Marketing Organisational Behaviour. The term ‘ model ’ is used loosely – in some cases it might be a framework (The 4 Ps of Marketing, Porter ’ s Five Forces), in some cases it might be an important concept (open innovation or customer orientation), and in some cases it might be a technical model (the Capital Asset Pricing Model). Built on research with academics from the top international business schools, this book is an essential reference guide for every manager and MBA.

The Global Magnitsky Human Rights Accountability Act

Free Copy PDF The Mckinsey Way

Imagine, if you can, the world of business - without corporate strategy. Remarkably, fifty years ago that's the way it was. Businesses made plans, certainly, but without understanding the underlying dynamics of competition, costs, and customers. It was like trying to design a large-scale engineering project without knowing the laws of physics. But in the 1960s, four mavericks and their posses instigated a profound shift in thinking that turbocharged business as never before, with implications far beyond what even they imagined. In *The Lords of Strategy*, renowned business journalist and editor Walter Kiechel tells, for the first time, the story of the four men who invented corporate strategy as we know it and set in motion the modern, multibillion-dollar consulting industry: Bruce Henderson, founder of Boston Consulting Group Bill Bain, creator of Bain & Company Fred Gluck, longtime Managing Director of McKinsey & Company Michael Porter, Harvard Business School professor Providing a window into how to think about strategy today, Kiechel tells their story with novelistic flair. At times inspiring, at times nearly terrifying, this book is a revealing account of how these iconoclasts and the organizations they led revolutionized the way we think about business, changed the very soul of the corporation, and transformed the way we work.

Case Interview Secrets

Great consultants possess a *je ne sais quoi* that are equal parts confidence, passion, technical acumen, purpose, and charisma. Great consultants are authentically

imperfect; they take life by the reins and forge ahead with certainty no matter how complex a situation is, in an almost effortless way. Great consultants are humble yet make everyone around them step their game up. Great consultants take care of their people. Clients thank good consultants; clients are wowed by great consultants. The journey to greatness is infinite. You too can become a great, high-impact consultant, and build trusted relationships with your clients and teams while creating a high quality of life. Expert mentor and management consultant Christie Lindor shares lessons learned and hard-earned wisdom gleaned over her fifteen-year career working for some of the world's top consulting firms advising public and private sector clients. The MECE Muse is an insider's guide to consulting, providing invaluable insights and practical knowledge including unwritten rules, career strategies, in addition to interviews from top industry consulting leaders who relate their personal experiences and offer unique perspectives on building and maintaining a successful consulting career.

Summary: The Mckinsey Mind

Why being radically connected with society is not just the right thing to do, it is an imperative for a company's bottom line Based on John Browne's decades of experience as one of the world's most successful and innovative CEOs, with research by McKinsey & Company, Connect is a practical manifesto that redefines the role of business in society. Through insightful analysis and vivid storytelling—ranging from

ancient China, Andrew Carnegie and the Homestead Strike of the late nineteenth century, to oil spills and privacy issues emanating from the technology of the twenty – first—Connect explores the recurring rift between business and society and proposes a way in which companies can prosper by connecting with the world around them. There is an enormous prize for leaders who engage creatively and constructively with society, and who make its needs part of their company's business model. The evidence presented in Connect shows that the value of radical connection amounts to 30 percent of corporate earnings. The shares of companies that connect outperform those of competitors by 2 percent every year, amounting to a performance boost of 20 percent over a decade. Connect rejects stale ideas about corporate social responsibility disconnected from commercial activity and from the needs of real people. It identifies four tenets of “connected leadership,” a radical new paradigm that shows how companies and executives can thrive by close engagement with society.

The Pyramid Principle

A Washington Post Bestseller Not all collaboration is smart. Make sure you do it right. Professional service firms face a serious challenge. Their clients increasingly need them to solve complex problems—everything from regulatory compliance to cybersecurity, the kinds of problems that only teams of multidisciplinary experts can tackle. Yet most firms have carved up their highly specialized, professional experts

into narrowly defined practice areas, and collaborating across these silos is often messy, risky, and expensive. Unless you know why you 're collaborating and how to do it effectively, it may not be smart at all. That 's especially true for partners who have built their reputations and client rosters independently, not by working with peers. In *Smart Collaboration*, Heidi K. Gardner shows that firms earn higher margins, inspire greater client loyalty, attract and retain the best talent, and gain a competitive edge when specialists collaborate across functional boundaries. Gardner, a former McKinsey consultant and Harvard Business School professor now lecturing at Harvard Law School, has spent over a decade conducting in-depth studies of numerous global professional service firms. Her research with clients and the empirical results of her studies demonstrate clearly and convincingly that collaboration pays, for both professionals and their firms. But Gardner also offers powerful prescriptions for how leaders can foster collaboration, move to higher-margin work, increase client satisfaction, improve lateral hiring, decrease enterprise risk, engage workers to contribute their utmost, break down silos, and boost their bottom line. With case studies and real-world insights, *Smart Collaboration* delivers an authoritative case for the value of collaboration to today 's professionals, their firms, and their clients and shows you exactly how to achieve it.

The Firm

Cheng, a former McKinsey management consultant, reveals his proven,

insider's method for acing the case interview.

Lords of Strategy

In *Beyond HR: The New Science of Human Capital*, John Boudreau and Peter Ramstad show you how to do this through a new decision science-talentship. Through talentship, you move far beyond merely reactive mind-set of planning and budgeting for headcount and hiring and retaining talent.

In Search of Excellence

Leadership effectiveness drives organizational performance, yet almost half of all organizations face some kind of leadership gap that they are not able to fill. In *Leadership at Scale*, McKinsey experts Claudio Feser, Michael Rennie and Nicolai Nielsen share their secrets on how to increase leadership effectiveness across an organization. Using extensive research, distilled insights from McKinsey's leadership development work in practice, and lessons from a highly successful leadership development program, this book will focus on the leadership behaviors that matter most.

Leadership At Scale

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“ the definitive hands-on guide to building a consulting practice that thrives by putting your client first - from one of the acknowledged masters in the field.” Dr Simon Dorris, Managing Partner, Lansdowne Consulting “ a really informative description of management consulting. Great for the beginner and experienced consultant alike ” Helen Routledge, CEO Totem Learning "A practical guide that, once read, will remain in your desk drawer for regular reference. Richard cuts through the noise and gives you insights that you can actually use." Ibi Thomson, Founder & CEO, Issoria - Change Management Consulting. The secret of being a successful management consultant is to focus on the genuine needs of the client and provide the best service to achieve and sustain results. The Management Consultant is your essential guide for both newcomers and practicing consultants to develop the skills that will help you understand your client ' s needs, identify gaps in knowledge and deliver real value to all parts of your business. Updated to meet the most recent changes in business and technology with the same comprehensive and clear approach, expert practitioner Richard Newton shows you exactly what you need to know, do and deliver to be a great management consultant. Whether you are a consultant, working with consultants or buying a consultancy, this is the only book you will need.

American Psycho

Guide for professional management consultants showing how to develop skills and attributes for client-centric consulting.

HBR's 10 Must Reads on Managing People (with featured article "Leadership That Gets Results," by Daniel Goleman)

The Consulting Apprenticeship is written for business professionals and consultants with a focus on nuances passed on during apprenticeship regarding consulting delivery. Business professionals can benefit with a jump-start approach to applying consulting principles to their business. Designed for the busy professional, The Consulting Apprenticeship is a book of forty, quick-read ideas. These forty, short chapters are divided into four sections: Consulting Mindset - This section covers consulting ways of thinking and can be adopted by both company personnel and consultants. Consulting Techniques - This section covers specific tactics and toolkit methods when using consultative approaches in the trenches as either a company- or consulting firm-practitioner. Consulting Mastery - This section covers advanced perspectives on consulting and may be more useful to either company personnel evaluating consultants or mid- to senior-level consultants. Consulting Special Situations - Whereas the prior sections are applicable to a wide variety of situations, this section covers more infrequent, specific business situations involving consultative approaches in the trenches as either a company- or consulting firm-practitioner. Each chapter of the book concludes with an optional, takeaway exercise. The exercises vary widely in terms of level of involvement. For example, in some cases you can refer to online material. In other cases, you can engage in deeper

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thinking or apply the concepts over an extended period of time. However you choose to use this book, consulting mastery is a lifelong pursuit. I hope this book helps you with your journey. Stephen Shu Praise for The Consulting Apprenticeship "When one of the companies I worked for needed help taking its consulting organization to the next level, I hired Steve Shu. His ability to drive our management team - all with different opinions on what we should or should not do - to a 'so-what' conclusion and pragmatic next steps gave us the jump start we needed. He is one of the best and deeply understands how consulting organizations should work. His book provides great techniques as well as tools you can use immediately." - Prakash Panjwani, CEO at WatchGuard Technologies, former President and CEO of SafeNet "Steve Shu has put together a comprehensive guide to the all-important nuts and bolts of being a great consultant. The information in Chapter 21, 'Eight Secret Weapons of the Modern Consultant,' is worth the price of the book. If you're serious about being a more effective consultant, read this book." - Michael McLaughlin, Author of Winning the Professional Services Sale and Principal Consultant at MindShare Consulting LLC; former Partner at Deloitte "Steve Shu has written a hands-on, highly practical guide for new management consultants and internal corporate business strategists alike. So many projects fail because they do not practice the basic consulting project management hygiene Steve describes in chapter 11. If you are new to the trade and want to greatly increase your chance of delivering successful consulting projects, read this book." - Robert Reppa, Vice President Strategy at Johnson Controls and former Partner at Booz & Company "Steve Shu has written a Rosetta Stone for both

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new and experienced consultants. Filled with forty power-packed ideas and practical chapter takeaways, Consulting Apprenticeship is structured for busy executives to easily digest each concept. A must read for those who seek to go beyond the shallow bromides of the consulting profession, and hone their skills with deeper, more meaningful approaches." - Adrian C. Ott, Award-winning author of The 24-Hour Customer, and CEO, Exponential Edge Inc, called "One of Silicon Valley's most respected strategists" by Consulting Magazine"

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