

## Mckinsey Case Book

The future of work is already here, and what this future looks like must be a pressing concern for the current generation of leaders in both the private and public sectors. In the next ten to fifteen years, rapid change in a post-pandemic world and emerging technology will revolutionize nearly every job, eliminate some, and create new forms of work that we have yet to imagine. How can we survive and thrive in the face of such drastic change? Deanna Mulligan offers a practical, broad-minded look at the effects of workplace evolution and automation and why the private sector needs to lead the charge in shaping a values-based response. With a focus on the power of education, Mulligan proposes that the solutions to workforce upheaval lie in reskilling and retraining for individuals and companies adapting to rapid change. By creating lifelong learning opportunities that break down boundaries between the classroom and the workplace, businesses can foster personal and career well-being and growth for their employees. Drawing on her own experiences, historical examples, and reports from the frontiers where these issues are unfolding, Mulligan details how business leaders can prepare for and respond to technological disruption. Providing a framework for concrete and meaningful action, Hire Purpose is an essential read about the transformations that will shape the next decade and beyond.

Game-changing tips and tricks to nail the case interview and launch your consulting career. Management consultants Destin Whitehurst and Erin Robinson give you need-to-know techniques for polishing your poise and tightening your case interview skills. 20 Days to Ace the Case Interview preps you with the nuts and bolts of the case interview process with daily

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exercises, mock interviews, and industry know-how designed to help you ace your interview. Think of this book as your twenty-day intensive, management consulting boot camp, the perfect supplement to your arsenal of case interview lessons and material. With this guidebook, you will:

- Gain day-by-day structure: Daily case interview exercises progressively prep you
- Ask the right questions: Fundamental frameworks teach you exactly what to ask under pressure
- Learn from the pros: Review real-life stories from consulting experts
- Uncover unique strategies: Discover custom-developed case interview tips straight from the authors
- Go off script: Adapt what you've learned with our bonus case interview guides

In "The Ultimate Case Interview Workbook," you'll sharpen your case interview skills to dominate your upcoming interview and land your dream consulting job. Taylor Warfield, a former Bain management consultant and interviewer, provides essential practice problems and challenging cases to develop the skills needed to get multiple job offers. Use this workbook to access:

- 65+ problems tailored towards each type of question in case interviews
- Feel confident across a range of interview questions including framework questions, market sizing problems, profitability assessments, breakeven analysis, charts & graphs analysis, brainstorming questions, and other qualitative questions
- 15 full-length cases based on McKinsey, BCG, and Bain interviews
- Build business acumen across a variety of industries (e.g., technology, retail, healthcare, energy, finance, non-profit) and functions (e.g., strategy, operations)
- Efficient practice that can be done individually or with a partner
- Save yourself time by working through carefully crafted practice problems and cases that teach you a new concept, strategy, or takeaway each time

Warfield's former students include undergraduates, MBAs, advanced degree holders, and experienced hires. They have landed job offers at top consulting firms,

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including McKinsey, BCG, Bain, Deloitte, L.E.K., Oliver Wyman, and Accenture as well as at Fortune 500 strategy groups. "I felt really confident after my McKinsey interview - this book's cases prepared me perfectly! They were very similar to the ones I received in my first and final round interviews." -McKinsey Consultant, Wharton MBA Candidate "I had very little time before my next BCG interview. This book provided me with plenty of practice that I could do by myself. After working through these cases, I felt excited going into my interviews." -BCG Associate, Experienced Hire "These cases were much higher quality than those found in other case books. The explanations were detailed and thorough and I got to practice thinking like a true consultant." -Bain Consultant, Stanford Undergraduate Also visit [HackingTheCaseInterview.com](http://HackingTheCaseInterview.com) for a one-week online crash course to pass your upcoming interview.

A former Senior Partner and Global Managing Director at the legendary design firm IDEO shows how to design conversations and meetings that are creative and impactful. Conversations are one of the most fundamental means of communicating we have as humans. At their best, conversations are unconstrained, authentic and open—two or more people sharing thoughts and ideas in a way that bridges our individual experiences, achieves a common goal. At their worst, they foster misunderstanding, frustration and obscure our real intentions. How often do you walk away from a conversation feeling really heard? That it moved the people in it forward in some important way? You're not alone. In his practice as a designer, Fred Dust began to approach conversations differently. After years of trying to broker communication between colleagues and clients, he came to believe there had to be a way to design the art of conversation itself with intention and purpose, but still artful and playful. Making Conversation

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codifies what he learned and outlines the four elements essential to successful exchanges: Commitment, Creative Listening, Clarity, and Context. Taken together, these four elements form a set of resources anyone can use to be more deliberate and purposeful in making conversations work.

From the New York Times best-selling author and host of Hidden Brain comes a thought-provoking look at the role of self-deception in human flourishing. Self-deception does terrible harm to us, to our communities, and to the planet. But if it is so bad for us, why is it ubiquitous? In *Useful Delusions*, Shankar Vedantam and Bill Mesler argue that, paradoxically, self-deception can also play a vital role in our success and well-being. The lies we tell ourselves sustain our daily interactions with friends, lovers, and coworkers. They can explain why some people live longer than others, why some couples remain in love and others don't, why some nations hold together while others splinter. Filled with powerful personal stories and drawing on new insights in psychology, neuroscience, and philosophy, *Useful Delusions* offers a fascinating tour of what it really means to be human.

Professional career guide from the Vault Career Library providing detailed case-by-case explanations of the consulting interview and strategies for cracking it.

THE #1 NEW YORK TIMES BESTSELLER IS NOW A MAJOR-MOTION PICTURE DIRECTED BY RON HOWARD AND STARRING AMY ADAMS, GLENN CLOSE, AND GABRIEL BASSO "You will not read a more important book about America this year."—The Economist "A riveting book."—The Wall Street Journal "Essential reading."—David Brooks, New York Times Hillbilly Elegy is a passionate and personal analysis of a culture in crisis—that of white working-class Americans. The disintegration of this group, a process that has been

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slowly occurring now for more than forty years, has been reported with growing frequency and alarm, but has never before been written about as searingly from the inside. J. D. Vance tells the true story of what a social, regional, and class decline feels like when you were born with it hung around your neck. The Vance family story begins hopefully in postwar America. J. D.'s grandparents were "dirt poor and in love," and moved north from Kentucky's Appalachia region to Ohio in the hopes of escaping the dreadful poverty around them. They raised a middle-class family, and eventually one of their grandchildren would graduate from Yale Law School, a conventional marker of success in achieving generational upward mobility. But as the family saga of *Hillbilly Elegy* plays out, we learn that J.D.'s grandparents, aunt, uncle, sister, and, most of all, his mother struggled profoundly with the demands of their new middle-class life, never fully escaping the legacy of abuse, alcoholism, poverty, and trauma so characteristic of their part of America. With piercing honesty, Vance shows how he himself still carries around the demons of his chaotic family history. A deeply moving memoir, with its share of humor and vividly colorful figures, *Hillbilly Elegy* is the story of how upward mobility really feels. And it is an urgent and troubling meditation on the loss of the American dream for a large segment of this country.

Featuring the Ivy Case System - including a section on government and nonprofit cases.

Crack the Case System is a complete training program, covering every aspect of the infamous "case interview" favored by top management consulting firms and a growing number of Fortune 500 companies. David Ohrvall's step-by-step approach combines practical instruction on structuring, analytics and

communication, as well as insider tips and insights gained from training thousands of candidates. CTCS includes over 150 bonus videos on [mbacase.com](http://mbacase.com), 42 practice cases, homework and drills. About the author: David Ohrvall is the global expert on the topic of case interviews. A dynamic and sought-after speaker, he trains several thousand MBAs and undergraduates each year at premiere business schools around the world, including Wharton, Stanford, Harvard Business School, Chicago Booth, Duke's Fuqua School of Business, INSEAD, Oxford and Cambridge. David also has an extensive private coaching practice that has helped launch hundreds of candidates into consulting, venture capital, and a variety of industries. David is a former management consultant (Bain & Company), and a graduate of the Wharton School (MBA & undergrad). Learn more about David at [www.mbacase.com](http://www.mbacase.com).

The Wall Street Journal calls *Case in Point* the MBA Bible! Cosentino demystifies the consulting case interview. He takes you inside a typical interview by exploring the various types of case questions and he shares with you the acclaimed Ivy Case System which will give you the confidence to answer even the most sophisticated cases.

First Published in 1968. Routledge is an imprint of Taylor & Francis, an informa company.

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Complete your leadership toolkit with this inside look at high-level, executive positions *Hidden Truths: What Leaders Need to Hear But Are Rarely Told* delivers profound and rarely discussed insights about C-suite jobs that provide aspiring leaders with practical, new skills that will equip them for the immense challenges of their desired jobs. Through 14 illuminating chapters, accomplished Harvard Business School faculty member and former Senior Partner of McKinsey & Company sets out the essential habits that help leaders create success, time and time again. You'll learn: How to recognize the limits of monetary incentives for employees and colleagues To manage your relationships with members of the Board of Directors How to value and realize true diversity How to manage mergers and acquisitions properly, one of the most difficult parts of business leadership Perfect for managers, executives, and other business leaders with an eye on the C-suite, *Hidden Truths* also belongs on the bookshelves of people who already find themselves in a C-level position and wish to learn how to better manage the stresses and challenges of the job.

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,

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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

The Case Interview Workbook contains 60 case questions for management consulting interviews, with complete solutions. Every case is compiled and edited by a team of ex-consultants from McKinsey & Company, the Boston Consulting Group, and Bain & Company. This book fills the gap left by others by providing you with plenty of high-quality cases to practice on before your interview. Many cases are from actual interviews at the top-tier firms and cannot be found elsewhere. After working through this book, you will be prepared for every type of case question you may encounter: market sizing, estimation, operations, industry analysis, pricing, growth strategy, marketing, investment, M&A, market entry, customer segmentation, profitability, valuation, logic, issue identification, cost

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analysis, market expansion, and brainteasers, to name a few. These cases will help you prepare for interviews at leading management consulting firms, including McKinsey & Company, The Boston Consulting Group, Bain & Company, Oliver Wyman, Strategy& (formerly Booz & Company), A.T. Kearney, Roland Berger, and L.E.K, as well as for consulting roles at large firms such as Accenture, Deloitte, PwC, EY, and KPMG. Note that is a workbook, designed to complement other preparation books. You will have a hard time solving these cases without learning first elsewhere how to do so, e.g. which frameworks to use, how to use them, and how to structure a solution.

Case Closed is an award-winning, detailed guide to acing the consulting interview. Other consulting prep materials are written by those who have been out of the industry for decades. Case Closed is the only guide written by former McKinsey consultants and interviewers who have been intimately involved in the interview process in the last 2 years. This authoritative resource covers some never-covered-before topics, including: How to write your resume to attract the attention of resume-graders and recruiters at McKinsey, Bain, and BCG Why the "personal experience" (fit) interview matters, what interviewers are probing for, and what types of experiences to prep How the interviewers evaluate your case performance: what matters, and what doesn't How to tackle non-traditional cases

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that interviewers may throw at you, which no canned framework from the typical case interview books can help with How to prep if you have 60 days, 30 days, or just 2 weeks before your expected first interview How to hack both in-person interactions and video interview interactions, in a time of COVID-19 The surprisingly good - and surprisingly bad - questions to ask your interviewer during Q&A How to master innovative, universally-adaptable case interview frameworks. Any candidate can regurgitate the frameworks from Case In Point or Case Interview Secrets; nothing there will "wow" an interviewer Countless example cases spanning profitability, new market entry, new product / growth, pricing, M&A, and even non-traditional archetypes Whether you are a current undergrad or MBA looking for an internship or full-time role, or an experienced professional, Case Closed is an investment into your professional future. Stand out from the pack with the latest, cutting-edge secrets to wow your consulting case interviewers. Sean Huang's former proteges span undergraduates, MBAs, advanced degree holders, and experienced hires. These students have landed job offers at top consulting firms, including McKinsey, BCG, and Bain; many have also used the structured thinking he has taught them to land roles at Goldman Sachs IBD, Google BizOps & Strategy, as well as at Fortune 500 strategy groups. "Case Closed has been a lifesaver. It truly contains everything you need

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to know to ace your consulting interviews and Sean explains things in a clear manner that is easy to understand. After studying Case Closed, I landed my dream job at McKinsey and I've raved about this book to all my friends."-McKinsey New York full time offer, Wharton MBA "I used to be intimidated by the notorious consulting case interviews. For anyone looking to get a job offer to a top consulting firm, Case Closed is honestly the best interview prep book (and I've read all of them). The case interviews in Case Closed were by far the best and most similar to the cases I got in the actual interviews."-Bain San Francisco internship offer, UC Berkeley Haas (undergraduate) "In my panic, I read all of the case interview frameworks from different case prep books. And that ended up confusing me more because there were so many frameworks but no easy way to remember when to use what. Case Closed walks you through the interview process in such a great way that I started loving case interviews and landed the job." -BCG Boston full time offer, University of Virginia (undergraduate)

Top consulting firms like McKinsey, BCG, and Bain only hire about 1% of their job applicants. Becoming a management consultant is difficult, but it is possible if you use a proven approach at each stage of the process. Cracking Case Interviews is a comprehensive "one-stop shop" for landing a job in consulting.

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This book will help you: Write the perfect consulting resume and cover letter that gets multiple interview invitations from top consultancies Learn the 7 different parts of a case interview and exactly what you need to do in each step Master maths tips and tricks to solve market sizing and other case interview questions quickly and accurately Discover the most commonly used frameworks in consulting and how you can use them for inspiration, without over-relying on them Practice with 5 full-length sample cases that are based on McKinsey, BCG, and Bain case interviews Prepare answers to behavioural interview questions, like "Why consulting?", "Why McKinsey?", or "Tell me about a time you led a team." Max Serrano and Jonathon Yarde are former consultants and instructors at IGotAnOffer, the #1 website for case interview preparation, which has helped place over 2,000 applicants in consulting careers since 2015. This book translates the countless hours the authors have spent coaching undergraduates, MBAs, PhDs, MDs, JDs, and experienced hires on their consulting applications. A Wall Street Journal Bestseller Named a Financial Times top title How to unleash "human magic" and achieve improbable results. Hubert Joly, former CEO of Best Buy and orchestrator of the retailer's spectacular turnaround, unveils his personal playbook for achieving extraordinary outcomes by putting people and purpose at the heart of business. Back in 2012, "Everyone thought we were going to die," says Joly. Eight years later, Best Buy was

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transformed as Joly and his team rebuilt the company into one of the nation's favorite employers, vastly increased customer satisfaction, and dramatically grew Best Buy's stock price. Joly and his team also succeeded in making Best Buy a leader in sustainability and innovation. In *The Heart of Business*, Joly shares the philosophy behind the resurgence of Best Buy: pursue a noble purpose, put people at the center of the business, create an environment where every employee can blossom, and treat profit as an outcome, not the goal. This approach is easy to understand, but putting it into practice is not so easy. It requires radically rethinking how we view work, how we define companies, how we motivate, and how we lead. In this book Joly shares memorable stories, lessons, and practical advice, all drawn from his own personal transformation from a hard-charging McKinsey consultant to a leader who believes in human magic. *The Heart of Business* is a timely guide for leaders ready to abandon old paradigms and lead with purpose and humanity. It shows how we can reinvent capitalism so that it contributes to a sustainable future.

“Exceptional . . . Deeply researched and elegantly written . . . As a description of the politics and pressures under which modern independent central banking has to operate, the book is incomparable.” —Financial Times

The definitive biography of the most important economic statesman of our time Sebastian Mallaby's magisterial biography of Alan Greenspan, the product of over five years of research based on untrammelled access to his subject and his closest professional and personal intimates, brings into vivid focus the mysterious point where the government and the economy meet. To understand Greenspan's story is to see the economic and political landscape of our time—and the presidency from Reagan to George W. Bush—in a whole new light. As the most influential economic statesman of his age, Greenspan

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spent a lifetime grappling with a momentous shift: the transformation of finance from the fixed and regulated system of the post-war era to the free-for-all of the past quarter century. The story of Greenspan is also the story of the making of modern finance, for good and for ill. Greenspan's life is a quintessential American success story: raised by a single mother in the Jewish émigré community of Washington Heights, he was a math prodigy who found a niche as a stats-crunching consultant. A master at explaining the economic weather to captains of industry, he translated that skill into advising Richard Nixon in his 1968 campaign. This led to a perch on the White House Council of Economic Advisers, and then to a dazzling array of business and government roles, from which the path to the Fed was relatively clear. A fire-breathing libertarian and disciple of Ayn Rand in his youth who once called the Fed's creation a historic mistake, Mallaby shows how Greenspan reinvented himself as a pragmatist once in power. In his analysis, and in his core mission of keeping inflation in check, he was a maestro indeed, and hailed as such. At his retirement in 2006, he was lauded as the age's necessary man, the veritable God in the machine, the global economy's avatar. His memoirs sold for record sums to publishers around the world. But then came 2008. Mallaby's story lands with both feet on the great crash which did so much to damage Alan Greenspan's reputation. Mallaby argues that the conventional wisdom is off base: Greenspan wasn't a naïve ideologue who believed greater regulation was unnecessary. He had pressed for greater regulation of some key areas of finance over the years, and had gotten nowhere. To argue that he didn't know the risks in irrational markets is to miss the point. He knew more than almost anyone; the question is why he didn't act, and whether anyone else could or would have. A close reading of Greenspan's life provides fascinating answers to these questions, answers whose lessons we

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would do well to heed. Because perhaps Mallaby's greatest lesson is that economic statesmanship, like political statesmanship, is the art of the possible. The Man Who Knew is a searching reckoning with what exactly comprised the art, and the possible, in the career of Alan Greenspan.

\* Financial Times and McKinsey Business Book of the Year \* Winner of the J. Anthony Lukas Book Prize? \* 800-CEO-READ Business Book of the Year \* A New York Times Notable Book \* A Washington Post Notable Book \* An NPR Best Book of 2017 \* A Wall Street Journal Best Book of 2017 \* An Economist Best Book of 2017 \* A Business Insider Best Book of 2017 \* “A gripping story of psychological defeat and resilience” (Bob Woodward, The Washington Post)—an intimate account of the fallout from the closing of a General Motors assembly plant in Janesville, Wisconsin, and a larger story of the hollowing of the American middle class. This is the story of what happens to an industrial town in the American heartland when its main factory shuts down—but it’s not the familiar tale. Most observers record the immediate shock of vanished jobs, but few stay around long enough to notice what happens next when a community with a can-do spirit tries to pick itself up. Pulitzer Prize-winning reporter Amy Goldstein spent years immersed in Janesville, Wisconsin, where the nation’s oldest operating General Motors assembly plant shut down in the midst of the Great Recession. Now, with intelligence, sympathy, and insight into what connects and divides people in an era of economic upheaval, Goldstein shows the consequences of one of America’s biggest political issues. Her reporting takes the reader deep into the lives of autoworkers, educators, bankers, politicians, and job re-trainers to show why it’s so hard in the twenty-first century to recreate a healthy, prosperous working class. “Moving and magnificently well-researched...Janesville

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joins a growing family of books about the evisceration of the working class in the United States. What sets it apart is the sophistication of its storytelling and analysis” (Jennifer Senior, *The New York Times*). “Anyone tempted to generalize about the American working class ought to meet the people in Janesville. The reporting behind this book is extraordinary and the story—a stark, heartbreaking reminder that political ideologies have real consequences—is told with rare sympathy and insight” (Tracy Kidder, Pulitzer Prize–winning author of *The Soul of a New Machine*).

In *The Best Book on How to Crack the Case Interview*, consulting guru Abhinav Agrawal breaks down the anatomy of a case interview and guides readers through each step of the process. This guide goes beyond right answers and leads readers through the process behind effectively completing the case interview with a top consulting firm such as McKinsey, Bain and BCG. The shift from college to a full-time career has always been a hard transition, but arming yourself with knowledge will not only help you succeed but improve your overall confidence in yourself as a professional. This book allows readers to develop their knowledge of the structure of the case interview and carry that confidence with them to every interview that could lead them to their big break in the consulting industry. This book will provide you with everything you need, along with additional free resources such as sample questions and answers to deliver a phenomenal interview technique and help you attain the consulting job you want.

In *Case in Point: Crafting Your Consulting Career*, Piekara distills information garnered over his years in the industry by sharing anecdotes, his own experiences, insights gained through hundred of informational interviews, and wisdom from nearly 20 consultants who have had to

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navigate countless critical decisions throughout their careers. This digestible, reader-friendly guide provides timeless lessons for consultants, no matter their career stage.

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

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next level of business and personal success.

Our intuition on how the world works could well be wrong. We are surprised when new competitors burst on the scene, or businesses protected by large and deep moats find their defenses easily breached, or vast new markets are conjured from nothing. Trend lines resemble saw-tooth mountain ridges. The world not only feels different. The data tell us it is different. Based on years of research by the directors of the McKinsey Global Institute, *No Ordinary Disruption: The Four Forces Breaking all the Trends* is a timely and important analysis of how we need to reset our intuition as a result of four forces colliding and transforming the global economy: the rise of emerging markets, the accelerating impact of technology on the natural forces of market competition, an aging world population, and accelerating flows of trade, capital and people. Our intuitions formed during a uniquely benign period for the world economy—often termed the Great Moderation. Asset prices were rising, cost of capital was falling, labour and resources were abundant, and generation after generation was growing up more prosperous than their parents. But the Great Moderation has gone. The cost of capital may rise. The price of everything from grain to steel may become more volatile. The world's labor force could shrink. Individuals, particularly those with low job skills, are at risk of growing up poorer than their parents. What sets *No Ordinary Disruption* apart is depth of analysis combined with lively writing informed by surprising, memorable insights that enable us to quickly grasp the disruptive forces at work. For evidence of the shift to emerging markets, consider the startling fact that, by 2025, a single regional city in China—Tianjin—will have a GDP equal to that of the Sweden, of that, in the decades ahead, half of the world's economic growth will come from 440 cities including Kumasi in Ghana or Santa

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Carina in Brazil that most executives today would be hard-pressed to locate on a map. What we are now seeing is no ordinary disruption but the new facts of business life— facts that require executives and leaders at all levels to reset their operating assumptions and management intuition.

Double your odds of leading successful, sustainable change Leaders aren't short on access to change management advice, but the jury has long been out as to which approach is the best one to follow. With the publication of *Beyond Performance 2.0*, the verdict is well and truly in. By applying the approach detailed by authors, Scott Keller and Bill Schaninger, the evidence shows that leaders can more than double their odds of success—from thirty percent to almost eighty. Whereas the first edition of *Beyond Performance* introduced the authors' "Five Frames of Performance and Health" approach to change management, the fully revised and updated *Beyond Performance 2.0* has been transformed into a truly practical "how to" guide for leaders. Every aspect of how to lead change at scale is covered in a step-by-step manner, always accompanied by practical tools and real-life examples. Keller and Schaninger's work is distinguished in many ways, one of which is the rigor behind the recommendations. The underpinning research is the most comprehensive of its kind—based on over 5 million data points drawn from 2,000 companies globally over a 15-year period. This data is overlaid with the authors' combined more than 40 years of experience in helping companies successfully achieve large-scale change. As senior partners in McKinsey & Company, consistently named the world's most prestigious management consulting firm, Keller and Schaninger also draw on the shared experience of their colleagues from offices in over 60 countries with unrivaled access to CEOs and senior teams. *Beyond Performance 2.0* also dares to go against the

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grain—eschewing the notion of copying best practices and instead guiding leaders to make choices specific to their unique context and organization. It does this with meticulously balance of focus on short- and long-term considerations, and on fully addressing the hard technical and oft cultural elements of making change happen. Further, the approach doesn't just focus on delivering change; it builds an organization's muscle to continuously change, making it healthier so that it can act with increased speed and agility to stay perpetually ahead of its competition. Leaders looking for a proven approach to leading large-scale change from a trusted source have found what they are looking for in *Beyond Performance 2.0*.

A look at how new technologies can be put to use in the creation of a more just society. Artificial Intelligence (AI) is not likely to make humans redundant. Nor will it create superintelligence anytime soon. But it will make huge advances in the next two decades, revolutionize medicine, entertainment, and transport, transform jobs and markets, and vastly increase the amount of information that governments and companies have about individuals. AI for Good leads off with economist and best-selling author Daron Acemoglu, who argues that there are reasons to be concerned about these developments. AI research today pays too much attention to the technological hurdles ahead without enough attention to its disruptive effects on the fabric of society: displacing workers while failing to create new opportunities for them and threatening to undermine democratic governance itself. But the direction of AI development is not preordained. Acemoglu argues for its potential to create shared prosperity and bolster democratic freedoms. But directing it to that task will take great

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effort: It will require new funding and regulation, new norms and priorities for developers themselves, and regulations over new technologies and their applications. At the intersection of technology and economic justice, this book will bring together experts--economists, legal scholars, policy makers, and developers--to debate these challenges and consider what steps tech companies can do take to ensure the advancement of AI does not further diminish economic prospects of the most vulnerable groups of population.

In *The Discipline of Teams*, Jon Katzenbach and Douglas Smith explore the often counter-intuitive features that make up high-performing teams—such as selecting team members for skill, not compatibility—and explain how managers can set specific goals to foster team development. The result is improved productivity and teams that can be counted on to deliver more than just the sum of their parts. Since 1922, Harvard Business Review has been a leading source of breakthrough ideas in management practice. The Harvard Business Review Classics series now offers you the opportunity to make these seminal pieces a part of your permanent management library. Each highly readable volume contains a groundbreaking idea that continues to shape best practices and inspire countless managers around the world.

Need to learn case interviews but don't know where to start? This book is designed to get you up and running. By using scripted examples and interviews with experienced recruiters it gives readers an understanding of what a case actually is, and how they

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can start to prepare. Case interviews are used extensively by most major recruiters, including McKinsey, Bain, BCG, Amazon, Google and many more, and this book contains interviews with recruiters from all of the above companies. The author, Stephen Pidgeon, is a former McKinsey consultant and interviewer who now works as a career coach at the Tuck School of Business. He coaches hundreds of candidates every year, many of whom are successful in their goal of landing their dream job. He is also the author of 'How to get a job in consulting'.

Case interviews come in all formats. The key, as an interviewee, is being prepared. Know what the interviewer is looking for, know the industry/sector, the jargon, the constraints and stakeholders, and how people in the industry operate. Government and nonprofit cases span a wide variety of problems, issues, stakeholders, and politics, which makes them trickier than private sector case interviews.

The Price Advantage by three preeminent experts at McKinsey & Company is the most pragmatic and insightful book on pricing available. Based on in-depth, first-hand experience with hundreds of companies, this book is designed to provide managers with comprehensive guidance through the maze of pricing issues. The authors demonstrate why pricing excellence is critical to corporate success and profitability, then explain state-of-the-art approaches to analyzing and improving your own pricing strategy for any product or service. Their advice is critical for readers who need to develop pricing strategies that work in both good economic times and bad.

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The revolutionary guide that challenged businesses around the world to stop selling to their buyers and start answering their questions to get results; revised and updated to address new technology, trends, the continuous evolution of the digital consumer, and much more In today's digital age, the traditional sales funnel—marketing at the top, sales in the middle, customer service at the bottom—is no longer effective. To be successful, businesses must obsess over the questions, concerns, and problems their buyers have, and address them as honestly and as thoroughly as possible. Every day, buyers turn to search engines to ask billions of questions. Having the answers they need can attract thousands of potential buyers to your company—but only if your content strategy puts your answers at the top of those search results. It's a simple and powerful equation that produces growth and success: They Ask, You Answer. Using these principles, author Marcus Sheridan led his struggling pool company from the bleak depths of the housing crash of 2008 to become one of the largest pool installers in the United States. Discover how his proven strategy can work for your business and master the principles of inbound and content marketing that have empowered thousands of companies to achieve exceptional growth. They Ask, You Answer is a straightforward guide filled with practical tactics and insights for transforming your marketing strategy. This new edition has been fully revised and updated to reflect the evolution of content marketing and the increasing demands of today's internet-savvy buyers. New chapters explore the impact of technology, conversational marketing, the

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essential elements every business website should possess, the rise of video, and new stories from companies that have achieved remarkable results with They Ask, You Answer. Upon reading this book, you will know: How to build trust with buyers through content and video. How to turn your web presence into a magnet for qualified buyers. What works and what doesn't through new case studies, featuring real-world results from companies that have embraced these principles. Why you need to think of your business as a media company, instead of relying on more traditional (and ineffective) ways of advertising and marketing. How to achieve buy-in at your company and truly embrace a culture of content and video. How to transform your current customer base into loyal brand advocates for your company. They Ask, You Answer is a must-have resource for companies that want a fresh approach to marketing and sales that is proven to generate more traffic, leads, and sales.

Cheng, a former McKinsey management consultant, reveals his proven, insider's method for acing the case interview.

To land a management consulting job at any of the top firms, including McKinsey, Bain, BCG, Deloitte, Oliver Wyman, and Accenture, you must get through several rounds of case interviews. Whether your interview is in a few weeks or even tomorrow, this book is written to get you the maximum amount of knowledge in the least amount of time. Think of this book as taking the express lane towards beginning to master consulting case interviews. I cut out all of the filler material that some other consulting books have,

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