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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.

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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

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Effective Team Problem Solving McKinsey. Now, hot on the heels of his acclaimed international bestseller *The McKinsey Way*, Ethan Rasiel brings readers a powerful new guide to putting McKinsey concepts and skills into action *The McKinsey Mind*. While the first book used case studies and anecdotes from former and current McKinseyites to describe how "the firm" solves the thorniest business problems of their A-list clients, *The McKinsey Mind* goes a giant step further. It explains, step-by-step, how to use McKinsey tools, techniques and strategies to solve an array of core business problems and to make any business venture more successful. Designed to work as a stand-alone guide or together with *The McKinsey*

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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.

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.

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Designing Solutions for Your Business Problems is an essential resource for managers and consultants who help organizations resolve ambiguous problems and develop new opportunities. Taking a hands-on, practical approach, Betty Vandebosch—a leading management consultant and educator—outlines the details on how to conduct a proven process for designing solutions.

Designing Solutions for Your Business Problems will teach you how to curtail investigation and generate and justify ideas without sacrificing thoroughness, creativity, persuasiveness, and fit. You will be able to capitalize on more opportunities, and your problem-solving skills will become more efficient and your

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Effective Team Problem Solving solutions more compelling. This book will help you design better solutions and design them faster. Betty Vandebosch offers a variety of useful techniques such as the "scooping diagram," which provides a framework for action, and the "logic diagram," which tests the validity of a potential solution. In addition, the book contains illustrative real-life examples of the Designing Solutions approach from a variety of organizations.

Management Consultancy provides a comprehensive introduction to the consulting industry. The text uses theory as a basis for critical discussion, ensuring students understand both the theory and its limitations. The authors' engaging writing style is combined with a

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wealth of real-world practical examples, putting theory into context.

‘ I have never seen such a book about management consulting before: this sets a new standard. This book is extremely thorough and addresses all of the relevant topics. ’ - Sander van 't Noordende, Group Chief Executive Products Operating Group, Accenture

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

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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

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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

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“ A serious attempt to understand a common phenomenon ” from the author of The Nature of Human Intelligence (Psychology Today). One need not look far to find breathtaking acts of stupidity committed by people who are smart, or even brilliant. The behavior of clever individuals—from presidents to prosecutors to professors—is at times so amazingly stupid as to seem inexplicable. Why do otherwise intelligent people think and behave in ways so stupid that they sometimes destroy their livelihoods or even their lives? This is an investigation of psychological research to see what it can tell us about stupidity in everyday life. The

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contributors to the volume—scholars in various areas of human intelligence—present examples of people messing up their lives, and offer insights into the reasons for such behavior. From a variety of perspectives, the contributors discuss:

- The nature and theory of stupidity
- How stupidity contributes to stupid behavior
- Whether stupidity is measurable.

While many millions of dollars are spent each year on intelligence research and testing to determine who has the ability to succeed, next to nothing is spent to determine who will make use of their intelligence and not squander it by behaving stupidly. The contributors focus on the neglected side of this discussion, reviewing the full range of theory and research on stupid behavior and analyzing what it

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Effective Team Problem Solving tells us about how people can avoid stupidity and its devastating consequences. “Marvelous, devilishly clever, and culturally timely book . . . A fascinating exploration.” —Choice “Easily readable and well referenced . . . May provide just enough momentum for change.” —International Journal of Intelligence

Every year, over 10,000 business books are published—and that's before you add in the hundreds of thousands of articles, blogs, and video lectures that are produced. Leaders can't possibly hope to digest it all, and writers increasingly sensationalize and spin their ideas in order to be noticed. The result? Put quite simply, the field of management thinking is in danger of losing the plot. In

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Effective Team Problem Solving this new book, Scott Keller and Mary Meany-Senior Partners at McKinsey & Company, the world's preeminent management consultancy-cut to the chase by answering the 10 most important and timeless questions that every leader needs to answer in order to maximize the performance and health of their organization. What's more, the authors recognize that great leaders may not have time for long-winded business books. In *Leading Organizations*, answers are kept to the essentials-hard facts, counter-intuitive insights, and practical steps-all presented in an accessible and highly visual format. If there's one essential business book you should read-ever-it's this one.

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