

## The Mckinsey Way Ethan M Rasiel

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The McKinsey Way, by former McKinsey & Company associate Ethan M. Rasiel, provides a through-the-keyhole perspective on the way this worldwide consulting institution approaches—and solves—the myriad professional problems encountered by its high-powered clientele. His goal, Rasiel writes, is simple: to communicate "new and useful skills to everyone who wants to be more useful in their business."

The McKinsey Way: Using the Techniques of the World's Top ...  
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.

The McKinsey Way by Ethan Rasiel | Waterstones  
Ethan M. Rasiel holds a degree in business administration and worked for McKinsey & Company from 1989 to 1992. " The McKinsey Way Summary " McKinsey & Company is a worldwide-known consulting company that corporations hire for its problem-solving expertise.

The McKinsey Way PDF Summary - Ethan M. Rasiel | 12min Blog  
Ethan M. Rasiel was a consultant in McKinsey & Co. s New York office. His clients included major companies in finance, telecommunications, computing, and consumer goods sectors. Prior to joining McKinsey, Rasiel, who earned an MBA from the Wharton School at the University of Pennsylvania, was an equity fund manager at Mercury Asset Management in London, as well as an investment banker.

The McKinsey Way by Ethan M. Rasiel - Goodreads  
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Ethan M. Rasiel joined McKinsey & Co.'s New York office in 1989 and worked there until 1992. While at "the firm", his clients included major companies in finance, telecommunications, computing, and consumer goods sectors. Before working at McKinsey, he worked as an equity fund manager at Mercury Asset Management in London.

The McKinsey Way - Rasiel, Ethan M. | 9780070534483 ...  
MCKINSEY WAY Using the Techniques of the World ' s Top Strategic Consultants to Help You and Your Business ETHAN M. RASIEL M C G RAW-HILL NEW YORK SAN FRANCISCO WASHINGTON, D.C. AUCKLAND BOGOTÁ CARACAS LISBON LONDON MADRID MEXICO CITY MILAN MONTREAL NEW DELHI SAN JUAN SINGAPORE SYDNEY TOKYO TORONTO

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Ethan M. Rasiel worked for McKinsey & Company from 1989 to 1992. His clients at McKinsey included major financial, telecommunications, technology, and consumer goods companies. He has a bachelor ' s degree from Princeton and a master ' s of business administration from Wharton. He lives in Chapel Hill, North Carolina.

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The McKinsey Way - Ethan M. Rasiel - Google Books  
The McKinsey Way is a book by Ethan M. Rasiel, published in 1999, about what McKinsey&Company does, how McKinsey organizes and what working at McKinsey is like. 20 years after publication, the book still holds significant value, offering timeless insights into the world ' s most prestigious management consulting firm: McKinsey&Company.

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The McKinsey Way, by former McKinsey & Company associate Ethan M. Rasiel, provides a through-the-keyhole perspective on the way this worldwide consulting institution approaches—and solves—the myriad professional problems encountered by its high-powered clientele.His goal, Rasiel writes, is simple: to communicate "new and useful skills to everyone who wants to be more useful in their business."

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"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 of 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 McKinsey Way will reveal the problem-solving, communication, and management techniques of the world's most respected corporate doctor. Eaag rule will be coupled with anecdotes and lessons from actual McKinsey consulting projects. The McKinsey Way will open the door on this secretive company and let business people around the world learn the lessons that McKinsey teaches its own consultants to make them more effective and efficient. This book will allow people to take McKinsey's secrets and apply them in their own business life. Techniques include how to develop a toolkit of problem-solving techniques that can be used in diverse business situations; how to sell without selling; how to turn enemies into allies, and more. Anybody can take these lessons and use them in their own situations to be more successful, whether you want to be a guru, or just act like one!

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

Buy now to get the main key ideas from Ethan M. Rasiel ' s The McKinsey Way McKinsey & Co. is one of the leading consulting firms in the world. Its internal functionalities are often kept secret. What lessons could one of its previous employees teach the world about running a firm? In The McKinsey Way (1999), Ethan M. Rasiel offers insight on what makes McKinsey & Co. such a successful enterprise. It ' s a mix of a perfected problem-solving process, thorough brainstorming, highly selective recruitment, and exceptional teamwork and communication. Rasiel extracts a guide from his stay at McKinsey & Co. that can serve as an essential reference for anyone in the field of business.

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.

The third volume in the internationally bestselling McKinsey Trilogy, The McKinsey Engagement is an action guide to realizing the consistently high level of business solutions achieved by the experts at the world ' s most respected consulting firms. Former consultant Dr. Paul Friga distills the guiding principles first presented in the bestselling The McKinsey Way and the tested-in-the-trenches methodologies outlined in The McKinsey Mind, and combines them with many of the principles and procedures implemented by the military and other organizations. The result is nothing less than the business equivalent of a Special Forces Field Manual. True to its stated goal of arming consultants and corporate problem solvers with a blueprint for achieving consistently phenomenal results, The McKinsey Engagement is short on theory and long on action. Each chapter focuses on one element in the celebrated TEAM FOCUS problem-solving model and features a concise discussion of a key concept or principle, followed by: Clear rules of engagement A set of operating tactics Sophisticated problem solving tools Easy-to-follow action steps Exercises, checklists, and training tips War stories and best practices case studies A toolkit for bringing clarity, discipline, and purpose to all your problem-solving and change management initiatives, The McKinsey Engagement is an indispensable guide for consultants, as well as for executives, managers, students, and corporate trainers.

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.

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.

47 strategies elite managers follow to reach the highest level of success The McKinsey Edge culls the personal best practices of an exclusive group of managers connected to McKinsey & Company, a firm that services eighty percent of the world ' s largest corporations. Through a wealth of 47 rigorously selected, battle-tested, immediately implementable, and practical tips, readers discover the secrets to building the self, growing with others, enhancing process management, and going the extra mile to reach the next leadership horizon. Everyone struggling to accelerate their career will keep this book at their fingertips for its rare, real-world advice for ascending through the levels of management—all of which require specific mindsets and capabilities that only a handful of people ever master.

A collection of the best thinking from one of the mostinnovative management consulting firms in the world For more than forty years, The Boston Consulting Group has beenshaping strategic thinking in business. The Boston ConsultingGroup on Strategy offers a broad and up-to-date selection ofthe firm's best ideas on strategy with fresh ideas, insights, andpractical lessons for managers, executives, and entrepreneurs inevery industry. Here's a sampling of the provocative thinkingyou'll find inside: "You have to be the scientist of your own life and be astonishedfour times:at what is, what always has been, what once was, andwhat could be." "The majority of products in most companies are cash traps. . . .[They] are not only worthless, but a perpetual drain on corporateresources." "Use more debt than your competition or get out of thebusiness." "When information flows freely, reputation, more thanreciprocity,becomes the basis for trust." "As a strategic weapon, time is the equivalent of money,productivity,quality, even innovation." "When brands become business systems, brand management becomesar too important to leave to the marketing department." "The winning organization of the future will look more like acollection ofjazz ensembles than a symphony orchestra." "Most of our organizations today derive from a model whoseoriginal purpose was to control creativity." "Rather than being an obstacle, uncertainty is the very engineof transformation in a business, a continuous source of newopportunities." "IP assets lack clear property lines. Every bit of intellectualproperty you can own comes with connections to other valuableinnovations."