

The Firm The Story Of Mckinsey And Its Secret Influence On American Business

Thank you very much for downloading **The Firm The Story Of Mckinsey And Its Secret Influence On American Business** . As you may know, people have search numerous times for their favorite readings like this The Firm The Story Of Mckinsey And Its Secret Influence On American Business , but end up in malicious downloads.

Rather than reading a good book with a cup of tea in the afternoon, instead they are facing with some harmful bugs inside their computer.

The Firm The Story Of Mckinsey And Its Secret Influence On American Business is available in our book collection an online access to it is set as public so you can download it instantly. Our book servers saves in multiple countries, allowing you to get the most less latency time to download any of our books like this one.

Merely said, the The Firm The Story Of Mckinsey And Its Secret Influence On American Business is universally compatible with any devices to read

**This Is How They Tell Me
the World Ends** - Nicole
Perlroth 2021-02-18

WINNER OF THE FT &
McKINSEY BUSINESS BOOK
OF THE YEAR AWARD 2021

The instant New York Times bestseller A Financial Times and The Times Book of the Year 'A terrifying exposé' The Times 'Part John le Carré . . . Spellbinding' New Yorker We plug in anything we can to the internet. We can control our entire lives, economy and grid via a remote web control. But over the past decade, as this transformation took place, we never paused to think that we were also creating the world's largest attack surface. And that the same nation that maintains the greatest cyber advantage on earth could also be among its most vulnerable. Filled with spies, hackers, arms dealers and a few unsung heroes, This Is How They Tell Me the World Ends is an astonishing and gripping feat of journalism. Drawing on years of reporting and hundreds of interviews, Nicole Perlroth lifts the curtain on a market in shadow, revealing the urgent threat faced by us all if we cannot bring the global cyber arms race to heel.

7 Powers - Hamilton Helmer
2016-10-25

7 Powers details a strategy toolset that enables you to build an enduringly valuable company. It was developed by Hamilton Helmer drawing on his decades of experience as a strategy advisor, equity investor and Stanford University teacher. This is must reading for any business person and applies to all businesses, new or mature, large or small.

The Will to Lead - Marvin Bower 1997

The aim of this book is to teach managers how to lead people to work together effectively, efficiently, and enthusiastically.

The Firm - Duff McDonald
2014-09-30

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.

Budgetary Control - James Oscar McKinsey 1923

Lords of Strategy - Walter Kiechel 2010-03-03

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.

The Pyramid Principle - Barbara Minto 2009

"Do you need to produce clear reports, papers, analyses, presentations and memos? If so, you need *The Pyramid Principle*. Communicating your ideas concisely and articulately to clients, colleagues or to the management board is a key factor in determining your personal business success. To gain the maximum effect you need to make maximum impact with your ideas upfront."

"Applying the Pyramid Principle means you will save valuable time in writing and waste no time in getting your message across to your audience, making sure they grasp your meaning at once."-- BOOK JACKET.

The McKinsey Way - Ethan M. Rasiel 1999-02-22

"If more business books were as useful, concise, and just plain fun to read as THE MCKINSEY WAY, the business world would be a better place." --Julie Bick, best-selling author of ALL I REALLY NEED TO KNOW IN BUSINESS I LEARNED AT MICROSOFT.

"Enlivened by witty anecdotes, THE MCKINSEY WAY contains valuable lessons on widely diverse topics such as marketing, interviewing, team-building, and brainstorming." -- Paul H. Zipkin, Vice-Dean, The Fuqua School of Business It's been called "a breeding ground for gurus." McKinsey & 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 a fascinating reading that empowers every business decision maker to become a better strategic player in any organization.

The Power of Trust - Sandra J. Sucher 2021-07-06

A ground-breaking exploration of the changing nature of trust and how to bridge the gap from where you are to where you need to be. Trust is the most powerful force underlying the success of every business. Yet it can be shattered in an instant, with a devastating impact on a company's market cap and reputation. How to build and sustain trust requires fresh insight into why customers, employees, community members, and investors decide whether an organization can be trusted. Based on two decades of research and illustrated

through vivid storytelling, Sandra J. Sucher and Shalene Gupta examine the economic impact of trust and the science behind it, and conclusively prove that trust is built from the inside out. Trust emerges from a company being the "real deal": creating products and services that work, having good intentions, treating people fairly, and taking responsibility for all the impacts an organization creates, whether intended or not. When trust is in the room, great things can happen. Sucher and Gupta's innovative foundation for executing the elements of trust—competence, motives, means, impact—explains how trust can be woven into the day-to-day and the long term. Most importantly, even when lost, trust can be regained, as illustrated through their accounts of companies across the globe that pull themselves out of scandal and corruption by rebuilding the vital elements of trust.

House of Lies - Martin Kihn
2009-06-27

In the bestselling tradition of "Liar's Poker" comes a devastatingly accurate and darkly hilarious behind-the-scenes look at the wonderful world of management consulting.

Kochland - Christopher Leonard 2020-10-06
NEW YORK TIMES
BESTSELLER * NEW YORK TIMES NOTABLE BOOK OF 2019 * WINNER OF THE J ANTHONY LUKAS WORK-IN-PROGRESS AWARD * FINANCIAL TIMES' BEST BOOKS OF 2019 * NPR FAVORITE BOOKS OF 2019 * FINALIST FOR THE FINACIAL TIMES/MCKINSEY BUSINESS BOOK OF 2019 * KIRKUS REVIEWS BEST BOOKS OF 2019 * SCHOOL LIBRARY JOURNAL BEST BOOKS OF 2019 "Superb...Among the best books ever written about an American corporation."

—Bryan Burrough, The New York Times Book Review Just as Steve Coll told the story of globalization through ExxonMobil and Andrew Ross Sorkin told the story of Wall Street excess through Too Big

to Fail, Christopher Leonard's *Kochland* uses the extraordinary account of how one of the biggest private companies in the world grew to be that big to tell the story of modern corporate America. The annual revenue of Koch Industries is bigger than that of Goldman Sachs, Facebook, and US Steel combined. Koch is everywhere: from the fertilizers that make our food to the chemicals that make our pipes to the synthetics that make our carpets and diapers to the Wall Street trading in all these commodities. But few people know much about Koch Industries and that's because the billionaire Koch brothers have wanted it that way. For five decades, CEO Charles Koch has kept Koch Industries quietly operating in deepest secrecy, with a view toward very, very long-term profits. He's a genius businessman: patient with earnings, able to learn from his mistakes, determined that his employees develop a reverence for free-market ruthlessness, and a master disrupter. These

strategies made him and his brother David together richer than Bill Gates. But there's another side to this story. If you want to understand how we killed the unions in this country, how we widened the income divide, stalled progress on climate change, and how our corporations bought the influence industry, all you have to do is read this book. Seven years in the making, Kochland "is a dazzling feat of investigative reporting and epic narrative writing, a tour de force that takes the reader deep inside the rise of a vastly powerful family corporation that has come to influence American workers, markets, elections, and the very ideas debated in our public square. Leonard's work is fair and meticulous, even as it reveals the Kochs as industrial Citizens Kane of our time" (Steve Coll, Pulitzer Prize-winning author of *Private Empire*).

[The CEO Test](#) - Adam Bryant
2021-03-02

Are you ready to lead? Will you pass the test? Despite all the effort through the years to

understand what it takes to be an effective leader, the challenges of leadership remain enormously difficult and elusive; even today, most CEOs don't last five years in the job. The demands to deliver at a consistently high level can be unforgiving. The loneliness. The weight of responsibility. The relentless second-guessing and criticism. The pressure to build all-star teams. The 24/7 schedule that requires superhuman stamina. The tough decisions that often leave no one happy. The expectation to always have the right answer when it can be hard just to know the right question. These challenges are brought into their highest and sharpest relief in the corner office, but they are hardly unique to chief executives. All leaders face their own version of these tests, and the authors draw on the distilled wisdom, stories, and lessons from hundreds of chief executives to show how every aspiring leader can master these challenges and lead like a CEO. These foundational leadership skills

will make all aspiring executives more effective in their roles today and lift the trajectory of their careers. The CEO Test is the authoritative, no-nonsense insider's guide to navigating leadership's toughest challenges, brought to you by authors uniquely qualified to tell the stories. Adam Bryant has conducted in-depth interviews with more than 600 CEOs. Kevin Sharer spent more than two decades as president and then CEO of Amgen, where he led its expansion from \$1 billion in annual revenues to nearly \$16 billion. He has served on many boards and is a sought-after mentor for CEOs of global companies. Leadership is getting harder as the speed of disruption across all industries accelerates. The CEO Test will better prepare you to succeed, whether you're a CEO or just setting out to become one.

The Firm - Duff McDonald

2013-09-10

The story of McKinsey & Co., America's most influential and controversial business consulting firm, "an up-to-date,

full-blown history, told with wit and clarity" (The Wall Street Journal). If you want to be taken seriously, you hire McKinsey & Company.

Founded in 1926, McKinsey can lay claim to the following partial list of accomplishments: its consultants have ushered in waves of structural, financial, and technological change to the nation's best organizations; they remapped the power structure within the White House; they even revolutionized business schools. In The New York Times bestseller *The Firm*, star financial journalist Duff McDonald shows just how, in becoming an indispensable part of decision making at the highest levels, McKinsey has done nothing less than set the course of American capitalism. But he also answers the question that's on the mind of anyone who has ever heard the word McKinsey: Are they worth it? After all, just as McKinsey can be shown to have helped invent most of the tools of modern management, the company was also involved with a number of

striking failures. Its consultants were on the scene when General Motors drove itself into the ground, and they were K-Mart's advisers when the retailer tumbled into disarray. They played a critical role in building the bomb known as Enron. McDonald is one of the few journalists to have not only parsed the record but also penetrated the culture of McKinsey itself. His access puts him in a unique position to demonstrate when it is worth hiring these gurus—and when they're full of smoke.

Case Interview Secrets - Victor Cheng 2012

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

Value - McKinsey & Company Inc. 2010-10-26

An accessible guide to the essential issues of corporate finance While you can find numerous books focused on the topic of corporate finance, few offer the type of information managers need to help them make important decisions day

in and day out. Value explores the core of corporate finance without getting bogged down in numbers and is intended to give managers an accessible guide to both the foundations and applications of corporate finance. Filled with in-depth insights from experts at McKinsey & Company, this reliable resource takes a much more qualitative approach to what the authors consider a lost art. Discusses the four foundational principles of corporate finance Effectively applies the theory of value creation to our economy Examines ways to maintain and grow value through mergers, acquisitions, and portfolio management Addresses how to ensure your company has the right governance, performance measurement, and internal discussions to encourage value-creating decisions A perfect companion to the Fifth Edition of Valuation, this book will put the various issues associated with corporate finance in perspective.

Africa's Business Revolution
- Acha Leke 2018-10-30

The Definitive Guide to Doing Business in Africa For global and Africa-based companies looking to access new growth markets, Africa offers exciting opportunities to build large, profitable businesses. Its population is young, fast-growing, and increasingly urbanized--while rapid technology adoption makes the continent a fertile arena for innovation. But Africa's business environment remains poorly understood; it's known to many executives in the West only by its reputation for complexity, conflict, and corruption. Africa's Business Revolution provides the inside story on business in Africa and its future growth prospects and helps executives understand and seize the opportunities for building profitable, sustainable enterprises. From senior leaders in McKinsey's African offices and a leading executive on the continent, this book draws on in-depth proprietary research by the McKinsey Global Institute as well as McKinsey's extensive experience advising corporate

and government leaders across Africa. Brimming with company case studies and exclusive interviews with some of Africa's most prominent executives, this book comes to life with the vibrant stories of those who have navigated the many twists and turns on the road to building successful businesses on the continent. Combining an unrivalled fact base with expert advice on shaping and executing an Africa growth strategy, this book is required reading for global business executives looking to expand their existing operations in Africa--and for those seeking a road map to access this vast, untapped market for the first time.

Turquoise Eyes - Kris

Safarova 2020-04-21

Turquoise Eyes started off the groundbreaking new genre developed by FIRMSconsulting that combines compelling narrative while teaching problem solving and critical thinking skills. Set after a bank begins implementing a new retail banking strategy, we follow Teresa García Ramírez

de Arroyo, a director general in the Mexican government, who has received some disturbing news. A whistleblower has emailed Teresa with troubling news about a mistake in the loan default calculations and reserve ratios. The numbers do not add up. The book loosely uses the logic and financial analyses in A Typical McKinsey Engagement, >270 videos: <https://www.strategytraining.com/market-entry-strategy-program> Our business books are different. Most people learn business because they are forced to, for their careers or to earn a larger salary. Most business books are, consequently, boring and dense. They have little incentive to be interesting because they have a captive market. Many avoid a business career because the books are presented as a hurdle to be overcome. We wondered what would happen if we made business books interesting, so people chose to read them? Would we draw more people into business? Would we generate more enthusiasm and

excitement for business at a younger age? This book teaches advanced business concepts through a compelling storyline. This new genre of our books is written not only for people already interested in business but also for people who may not realize they have an interest or talent for business. Clients always request gift ideas for their children, spouses, friends, and families to get them interested in business and critical thinking. In part, this is our response to those requests. We want you to learn advanced critical thinking without realizing you are learning. We hope you will enjoy it, too. We believe the more people who find business interesting and choose to learn business, the better it is for everyone. Businesses will have a larger pool of employees from whom to select and more of the right people will be choosing the discipline to improve humanity versus simply to make more money. Imagine the advantage your children will have if they learned critical thinking in high

school, or even before high school? Imagine if you had that advantage? Imagine if you had learned strategy alongside science and math in high school? The possibilities would be endless. It all starts with the right books. And it's never too late to start. If learning is engaging, it will stop being a chore. RESERVE YOUR SPOT FOR FREE EPISODES FROM EX-MCK ET AL. PARTNERS AT FIRMSCONSULTING.COM/PROMO FREE EPISODE FROM THIS BOOKS COMPANION COURSE AT FIRMSCONSULTING.COM/SAMC

Leadership at Scale - Claudio Feser 2018-12-04

"A first-class template demonstrating how to use superior leadership to drive performance in large organizations." - Paul Myners (Lord Myners), former FTSE100 Chair and Treasury Minister 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.

The Last Tycoons - William D. Cohan 2007-04-03

A grand and revelatory portrait of Wall Street's most storied investment bank Wall Street investment banks move trillions of dollars a year, make billions in fees, pay their executives in the tens of millions of dollars. But even among the most powerful firms, Lazard Frères & Co. stood apart. Discretion, secrecy, and subtle strategy were its weapons of choice. For more than a century, the mystique and reputation of the "Great Men" who worked there

allowed the firm to garner unimaginable profits, social cachet, and outsized influence in the halls of power. But in the mid-1980s, their titanic egos started getting in the way, and the Great Men of Lazard jeopardized all they had built. William D. Cohan, himself a former high-level Wall Street banker, takes the reader into the mysterious and secretive world of Lazard and presents a compelling portrait of Wall Street through the tumultuous history of this exalted and fascinating company. Cohan deconstructs the explosive feuds between Felix Rohatyn and Steve Rattner, superstar investment bankers and pillars of New York society, and between the man who controlled Lazard, the inscrutable French billionaire Michel David-Weill, and his chosen successor, Bruce Wasserstein. Cohan follows Felix, the consummate adviser, as he reshapes corporate America in the 1970s and 1980s, saves New York City from bankruptcy, and positions himself in New York society

and in Washington. Felix's dreams are dashed after the arrival of Steve, a formidable and ambitious former newspaper reporter. By the mid-1990s, as Lazard neared its 150th anniversary, Steve and Felix were feuding openly. The internal strife caused by their arguments could not be solved by the imperious Michel, whose manipulative tendencies served only to exacerbate the trouble within the firm. Increasingly desperate, Michel took the unprecedented step of relinquishing operational control of Lazard to one of the few Great Men still around, Bruce Wasserstein, then fresh from selling his own M&A boutique, for \$1.4 billion. Bruce's take: more than \$600 million. But it turned out Great Man Bruce had snookered Great Man Michel when the Frenchman was at his most vulnerable. The Last Tycoons is a tale of vaulting ambitions, whispered advice, worldly mistresses, fabulous art collections, and enormous wealth—a story of high drama in the world of high finance.

The Billionaire's Apprentice

- Anita Raghavan 2013-06-04
Just as WASPs, Irish-Catholics and Our Crowd Jews once made the ascent from immigrants to powerbrokers, it is now the Indian-American's turn. Citigroup, PepsiCo and Mastercard are just a handful of the Fortune 500 companies led by a group known as the "Twice Blessed." Yet little is known about how these Indian emigres (and children of emigres) rose through the ranks. Until now... The collapse of the Galleon Group--a hedge fund that managed more than \$7 billion in assets--from criminal charges of insider trading was a sensational case that pitted prosecutor Preet Bharara, himself the son of Indian immigrants, against the best and brightest of the South Asian business community. At the center of the case was self-described King of Kings, Galleon's founder Raj Rajaratnam, a Sri-Lankan-born, Wharton-educated billionaire. But the most shocking allegation was that the éminence grise of Indian

business, Rajat Gupta, was Rajaratnam's accomplice and mole. If not for Gupta's nose-to-the-grindstone rise to head up McKinsey & Co and a position on the Goldman Sachs board, men like Rajaratnam would have never made it to the top of America's moneyed elite. Author Anita Raghavan criss-crosses the globe from Wall Street boardrooms to Delhi's Indian Institute of Technology as she uncovers the secrets of this subculture--an incredible tale of triumph, temptation and tragedy.

Money and Power - William D. Cohan 2011-04-12

The bestselling author of the acclaimed *House of Cards* and *The Last Tycoons* turns his spotlight on to Goldman Sachs and the controversy behind its success. From the outside, Goldman Sachs is a perfect company. The Goldman PR machine loudly declares it to be smarter, more ethical, and more profitable than all of its competitors. Behind closed doors, however, the firm constantly straddles the line between conflict of interest and

legitimate deal making, wields significant influence over all levels of government, and upholds a culture of power struggles and toxic paranoia. And its clever bet against the mortgage market in 2007—unknown to its clients—may have made the financial ruin of the Great Recession worse. Money and Power reveals the internal schemes that have guided the bank from its founding through its remarkable windfall during the 2008 financial crisis.

Through extensive research and interviews with the inside players, including current CEO Lloyd Blankfein, William Cohan constructs a nuanced, timely portrait of Goldman Sachs, the company that was too big—and too ruthless—to fail.

The World's Newest Profession - Christopher D. McKenna 2006-06-19

In *The World's Newest Profession* Christopher McKenna offers a history of management consulting in the twentieth century. Although management consulting may not yet be a recognized

profession, the leading consulting firms have been advising and reshaping the largest organizations in the world since the 1920s. This groundbreaking study details how the elite consulting firms, including McKinsey & Company and Booz Allen & Hamilton, expanded after US regulatory changes during the 1930s, how they changed giant corporations, nonprofits, and the state during the 1950s, and why consultants became so influential in the global economy after 1960. As they grew in number, consultants would introduce organizations to 'corporate culture' and 'decentralization' but they faced vilification for their role in the Enron crisis and for legitimating corporate blunders. Through detailed case studies based on unprecedented access to internal files and personal interviews, *The World's Newest Profession* explores how management consultants came to be so influential within our culture and explains exactly what consultants really do in

the global economy.

The Firm - Duff McDonald
2015-02

The first biography of the most successful and notorious management consultancy

Rip-off! - David Craig 2005

CEO Excellence - Carolyn Dewar 2022-03-15

"Based on extensive interviews with today's . . . corporate leaders, this look at how the best CEOs do their jobs focuses on the mindsets and actions that foster an environment of excellence"--

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

Problem Solving - Paul N. Friga 2008-09-14

The third volume in the internationally bestselling McKinsey Trilogy, *The McKinsey Engagement* is an action guide to realizing the consistently high level of business solutions achieved by the experts at the world's most respected consulting firms. Former consultant Dr. Paul Friga distills the guiding principles first presented in the

bestselling *The McKinsey Way* and the tested-in-the-trenches methodologies outlined in *The McKinsey Mind*, and combines them with many of the principles and procedures implemented by the military and other organizations. The result is nothing less than the business equivalent of a *Special Forces Field Manual*. True to its stated goal of arming consultants and corporate problem solvers with a blueprint for achieving consistently phenomenal results, *The McKinsey Engagement* is short on theory and long on action. Each chapter focuses on one element in the celebrated TEAM FOCUS problem-solving model and features a concise discussion of a key concept or principle, followed by: Clear rules of engagement A set of operating tactics Sophisticated problem solving tools Easy-to-follow action steps Exercises, checklists, and training tips War stories and best practices case studies A toolkit for bringing clarity, discipline, and purpose to all your problem-

solving and change management initiatives, The McKinsey Engagement is an indispensable guide for consultants, as well as for executives, managers, students, and corporate trainers.

Frictionless - Christiane Lemieux 2020-06-23

Serial entrepreneur Christiane Lemieux describes the new rules of entrepreneurship and business, arguing that visionary startups leverage the concept of “frictionless” to beat their competitors. Based on interviews with dozens of startup founders, experts and scholars on entrepreneurship, Frictionless provides readers with a wide-ranging education in starting companies that thrive in the world of frictionless commerce—made possible by new technologies, a new mindset, and new demands from Millennial consumers. Working with bestselling author and journalist Duff McDonald, Lemieux also shares her own story—lessons learned, failures absorbed—at the helm of

DwellStudio (which was acquired by Wayfair) and her latest venture, The Inside. Some founders profiled in the book are reducing friction in their own business models, others reduce friction through improved customer experiences, and still others are revolutionizing their operations to create frictionless organizations. Readers will glean lessons from the founders of well-known companies such as Instant Pot, Bonobos, Hims, and Halo Top—as well as upstarts Billie, Dame Products, and Convene. Frictionless outlines the groundwork necessary for getting a company up-and-running and explains how companies make and market products and services while meeting the demands of their customers and employees today. Frictionless is the essential handbook for creating tomorrow’s mind set and competitive advantage.

Damascus Station: A Novel -

David McCloskey 2021-10-05
"Damascus Station is the best spy novel I have ever read."

—General David Petraeus, former director of the CIA A CIA officer and his recruit arrive in war-ravaged Damascus to hunt for a killer in this page-turner that offers the "most authentic depiction of modern-day tradecraft in print." (Navy SEAL sniper and New York Times bestselling author Jack Carr). CIA case officer Sam Joseph is dispatched to Paris to recruit Syrian Palace official Mariam Haddad. The two fall into a forbidden relationship, which supercharges Haddad's recruitment and creates unspeakable danger when they enter Damascus to find the man responsible for the disappearance of an American spy. But the cat and mouse chase for the killer soon leads to a trail of high-profile assassinations and the discovery of a dark secret at the heart of the Syrian regime, bringing the pair under the all-seeing eyes of Assad's spy catcher, Ali Hassan, and his brother Rustum, the head of the feared Republican Guard. Set against the backdrop of a

Syria pulsing with fear and rebellion, Damascus Station is a gripping thriller that offers a textured portrayal of espionage, love, loyalty, and betrayal in one of the most difficult CIA assignments on the planet.

Succeeding as a Management Consultant - Kris Safarova
2020-03-08

Written for business leaders and consultants who are trying to solve significant problems and create measurable value. Readers can view the templates used in consulting studies and how they are used. All the foundational strategy and business analyses tools are taught along with the soft skills and practical tools to solve any business problem. This is the only book of its kind walking the reader step-by-step through a complete consulting study. This book follows an engagement team as they assist a large company in diagnosing and fixing deep and persistent organizational issues over an 8-week assignment. Readers will learn how they successfully navigate a

challenging client environment, frame the problem and limit the scope, develop hypotheses, build the analyses and provide the final recommendations. We have placed the explanation of management consulting techniques within a lively and engaging storyline, which allows the reader to truly understand the challenges faced on consulting engagements, connect with the characters, and understand both how and why they debated elements of the study. It is written so that the reader may follow, understand, and replicate a strategic engagement using the same techniques used by the leading firms, such as McKinsey, Bain, and BCG. To make the story realistic and useful, we have worked with one client engagement throughout the book. Using different examples and different clients to explain concepts would have made it difficult for readers to see the data linkages and development of the final recommendations. The client and engagement are fictitious. The data presented

are also fictitious, but they are based on actual consulting engagements and the experiences of the author and the contributing McKinsey, BCG, et. al. partners at FIRMSconsulting.com & StrategyTraining.com.
RESERVE YOUR SPOT FOR FREE EPISODES FROM EX-MCK ET AL. PARTNERS AT FIRMSCONSULTING.COM/PROMO FREE EPISODE FROM THIS BOOKS COMPANION COURSE AT FIRMSCONSULTING.COM/SAMC

The McKinsey Edge: Success Principles from the World's Most Powerful Consulting Firm - Shu Hattori
2015-11-27

47 strategies elite managers follow to reach the highest level of success The McKinsey Edge culls the personal best practices of an exclusive group of managers connected to McKinsey & Company, a firm that services eighty percent of the world's largest corporations. Through a wealth of 47 rigorously selected, battle-tested, immediately

implementable, and practical tips, readers discover the secrets to building the self, growing with others, enhancing process management, and going the extra mile to reach the next leadership horizon. Everyone struggling to accelerate their career will keep this book at their fingertips for its rare, real-world advice for ascending through the levels of management—all of which require specific mindsets and capabilities that only a handful of people ever master.

Dangerous Company - James E. O'Shea 1998

Last Man Standing - Duff McDonald 2009-10-06

In the midst of the most disastrous economic climate of Wall Street's history, one executive has weathered the storm more deftly than any other: Jamie Dimon, chairman and CEO of JPMorgan Chase. In 2008, while Dimon's competitors watched their companies crumble, JPMorgan not only survived, it made an astonishing \$5 billion profit.

Dimon's continued triumph in the face of an industry-wide meltdown has made him a paragon of finance. In *Last Man Standing*, award-winning journalist Duff McDonald provides an unprecedented and deeply personal look at the extraordinary figure behind JPMorgan's success. Using countless hours of interviews with Dimon and his full circle of friends, family, and colleagues, this definitive biography is by far the most comprehensive portrait of the man known as the Savior of Wall Street. Now, in an updated prologue, McDonald offers insight into the future of Wall Street and how Dimon will overcome the challenge of aggressive new regulation from Washington—and how he plans to continue to thrive as the world's preeminent banker. Janesville - Amy Goldstein 2017-04-18

* 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 retrainers 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 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*).

Strategy Beyond the Hockey

Stick - Chris Bradley

2018-01-10

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.” — 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

The Strategy Journal - Kris Safarova 2020-08-31

You need to solve a critical business problem. What if you had one tool that you could carry into meetings and write inside that guided you step-by-step to understand the problem, develop a structure, develop hypotheses, design the tests for the hypotheses, track your daily and weekly tasks, plan the message for your team and manager, manage the project, guide you through critical update meetings, calculate the benefits case to convince your colleagues and start the pilot implementation of your recommendations? Now you do. The Strategy Journal is the field guide to our popular book *Succeeding as a Management Consultant*. This

Journal helps readers walk into any situation in any organization anywhere in the world and solve their most pressing business problems via to-do list prompts, self-assessments and strategy calendars. All based on the combined best-practices of the author and the ex-McKinsey, BCG et al. partners who produce all the strategy training programs on StrategyTraining.com. On StrategyTraining.com / FIRMSconsulting.com you have seen us over the last 10 years help numerous clients solve complex business problems: restructure a utility, merge tech giants, help a bank enter the US Market, rebuild an innovation division, build an electric car business, build a luxury brands business, build a mining company and more. The Strategy Journal was used by many of our very successful clients and summarizes the approach we used to help them increase their productivity, transform their careers, set daunting career goals, outperform peers and measure

the value they create. Through daily and weekly prompts, to-do list guides, client reminders, end-of-day scorecards, templates, completed examples, checklists and reminders, the Journal takes the best practices from ex-McKinsey, BCG et al., partners and our most successful clients, to help you solve mankind's most pressing problems. The Journal helps you learn the routine to solve strategy and business problems like a partner. As you follow the guide, you will learn the habits of the highest-performing strategy thinkers. The Journal teaches you how to be a balanced and successful professional with a strong ethical compass. The heart of this Journal revolves around the pages to plan your study: from clarifying the problem statement all the way to developing the presentation and quantifying the benefits case in \$. The Journal is divided into 3 parts: Overview, Guided Example, and Your Study. The OVERVIEW offers you a 1-page guide to the

entire process we will use to create a highly customized solution for your client. In the GUIDED EXAMPLE, we will work together through a study/project to show you how each page will be used. Thereafter, we create daily/weekly templates and guides for you to use on YOUR STUDY. Clients who have used the Journal report: A sense of purpose Rapid promotions Career fulfillment Happier colleagues Improved skills Increased productivity Increased focus Client success THERE ARE 16 TYPES OF PAGES IN THIS WORKBOOK: Project Logic and Overview Decision-Tree of Options Hypotheses & Hypotheses Tests Storyboarding Charter Timeline Project Update Report Focus Interviews Executive Update Guide Financial Analyses Benchmarks Case Studies Project Checklist Opportunity Chart Benefits Chart Daily Pages The Journal summarizes the most important things you need to do and eliminates all the noise from the process. The greatest value

of a Journal is that you write in them. They are not typically published in digital format. We published the digital edition of The Strategy Journal for those clients who found great value in having a reference version with them at all times. The digital format is therefore best purchased along with the print version. The digital format is not intended to be a substitute for the print format.

Capitalism in America - Alan Greenspan 2018-10-16

From the legendary former Fed Chairman and the acclaimed Economist writer and historian, the full, epic story of America's evolution from a small patchwork of threadbare colonies to the most powerful engine of wealth and innovation the world has ever seen. Shortlisted for the 2018 Financial Times and McKinsey Business Book of the Year Award From even the start of his fabled career, Alan Greenspan was duly famous for his deep understanding of even the most arcane corners of the American economy, and his restless curiosity to know even

more. To the extent possible, he has made a science of understanding how the US economy works almost as a living organism--how it grows and changes, surges and stalls. He has made a particular study of the question of productivity growth, at the heart of which is the riddle of innovation. Where does innovation come from, and how does it spread through a society? And why do some eras see the fruits of innovation spread more democratically, and others, including our own, see the opposite? In Capitalism in America, Greenspan distills a lifetime of grappling with these questions into a thrilling and profound master reckoning with the decisive drivers of the US economy over the course of its history. In partnership with the celebrated Economist journalist and historian Adrian Wooldridge, he unfolds a tale involving vast landscapes, titanic figures, triumphant breakthroughs, enlightenment ideals as well as terrible moral failings. Every crucial debate is here--from the role of slavery in the antebellum Southern

economy to the real impact of FDR's New Deal to America's violent mood swings in its openness to global trade and its impact. But to read *Capitalism in America* is above all to be stirred deeply by the extraordinary productive energies unleashed by millions of ordinary Americans that have driven this country to unprecedented heights of power and prosperity. At heart, the authors argue, America's genius has been its unique tolerance for the effects of creative destruction, the ceaseless churn of the old giving way to the new, driven by new people and new ideas. Often messy and painful, creative destruction has also lifted almost all Americans to standards of living unimaginable to even the wealthiest citizens of the world a few generations past. A sense of justice and human decency demands that those who bear the brunt of the pain of change be protected, but America has always accepted more pain for more gain, and its vaunted rise cannot otherwise be

understood, or its challenges faced, without recognizing this legacy. For now, in our time, productivity growth has stalled again, stirring up the populist furies. There's no better moment to apply the lessons of history to the most pressing question we face, that of whether the United States will preserve its preeminence, or see its leadership pass to other, inevitably less democratic powers.

The Golden Passport - Duff McDonald 2017-04-25

A riveting and timely intellectual history of one of our most important capitalist institutions, Harvard Business School, from the bestselling author of *The Firm*. With *The Firm*, financial journalist Duff McDonald pulled back the curtain on consulting giant McKinsey & Company. In *The Golden Passport*, he reveals the inner workings of a singular nexus of power, ambition, and influence: Harvard Business School. Harvard University occupies a unique place in the public's imagination, but HBS has arguably eclipsed its

parent in terms of its influence on modern society. A Harvard degree guarantees respect. An HBS degree is, as the New York Times proclaimed in 1978, "the golden passport to life in the upper class." Those holding Harvard MBAs are near-guaranteed entrance into Western capitalism's most powerful realm—the corner office. Most people have a vague knowledge of the power of the HBS network, but few understand the dynamics that have made HBS an indestructible and powerful force for almost a century. As McDonald explores these dynamics, he also reveals how, despite HBS's enormous success, it has failed with respect to the stated goal of its founders: "the multiplication of men who will handle their current business problems in socially constructive ways." While HBS graduates tend to be very good at whatever they do, that is rarely the doing of good. In addition to teasing out the essence of this exclusive, if not necessarily "secret" club, McDonald explores two

important questions: Has the school failed at reaching the goals it set for itself? And is HBS therefore complicit in the moral failings of Western capitalism? At a time of pronounced economic disparity and political unrest, this hard-hitting yet fair portrait offers a much-needed look at an institution that has a profound influence on the shape of our society and all our lives.

McKinsey Mind - Ethan M. Rasiel 2001-10-17

The groundbreaking follow-up to the international bestseller a hands-on guide to putting McKinsey techniques to work in your organization McKinsey & Company is the most respected and most secretive consulting firm in the world, and business readers just can't seem to get enough of all things McKinsey. Now, hot on the heels of his acclaimed international bestseller *The McKinsey Way*, Ethan Rasiel brings readers a powerful new guide to putting McKinsey concepts and skills into action *The McKinsey Mind*. While the first book used case

studies and anecdotes from former and current McKinseyites to describe how "the firm" solves the thorniest business problems of their A-list clients, *The McKinsey Mind* goes a giant step further. It explains, step-by-step, how to use McKinsey tools, techniques and strategies to solve an array of core business problems and to make any business venture more successful. Designed to work as a stand-alone guide or together with *The McKinsey Way*, *The McKinsey Mind* follows the same critically acclaimed style and format as its predecessor. In this book authors Rasiel and Friga expand upon the lessons found in *The McKinsey Way* with real-world examples, parables, and easy-to-do exercises designed to get readers up and running.

The Firm - Duff McDonald
2013-09-10

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.

McKinsey's Marvin Bower - Elizabeth Haas Edersheim
2010-12-13

"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.