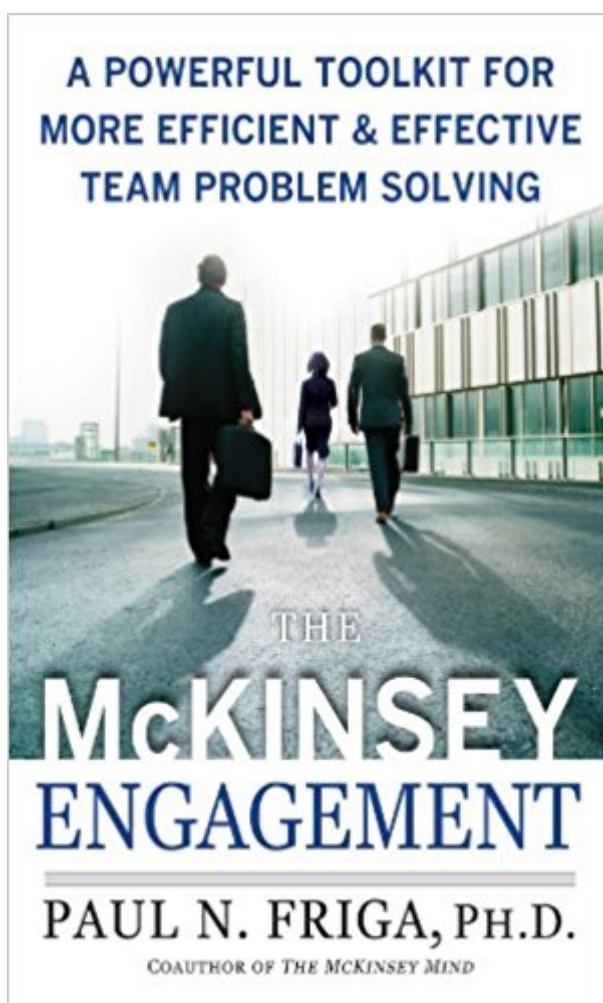


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# The McKinsey Engagement: A Powerful Toolkit For More Efficient And Effective Team Problem Solving (Management & Leadership)



## Synopsis

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.

## Book Information

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## Customer Reviews

So I had to read this for my consulting class this semester. I've heard very mix review about this book and the McKinsey mindset in general, so I was little wary. My ultimate goal is to work as a consultant, so I figured if nothing else I would get something out of it. Also I had a quiz over this so it had to get done. I did end up enjoying it, This book is more of a general guideline than an out right method and it has you focus on the TEAM FOCUS acronym in order to be a better consultant. I haven't read the other two books so I can't speak for the series as a whole, but I think it was fairly helpful. It seemed a little too dead set on this method and some of the experience seemed a bit contrived, but overall I think it was useful as an outside opinion and has helped me modify my approach to consulting a bit. I would say that this wouldn't work for everyone in every environment, but it may identify somethings that could be very helpful

The tone of the book and the accompanying video series by the author are clear examples of narcissistic writing. The author (and likely the company at large) throw around rhetoric they are in no ways qualified to use (such as military terms that have incredibly specific meaning). The nmeumonic devices were forced permutations from better writers with more credibility. The book reads like a writer that just really wanted a book with his name on it.

Excellent and simple to follow methodology I experienced working as counterpart of Mc Kinsey consultants. A good set of deliverables makes the book a great toolbox for every executive.

I bought this text because it was required for my doctoral class. I am using it now and it has some excellent information. That is all I can say. Normally I would not have purchased this book to read. I bought it because it was required reading. It does have excellent information and while reading, found it interesting.

The frameworks described in this book are are useful for students learning to frame problems and

seek answers, and powerful for business leaders working to identify the key question and align team members to answer that question. Great read for students and professionals alike!

Essential for those going into consulting but also very helpful for team projects whether at university or in the firm. The first half addresses the soft skills required for team work, which were fairly straight forward, and the second half addresses the practical skills needed and the process of deductive project engagement, which was very helpful.

it's more descriptive than anything else, it helps you to understand the mckinsey culture and gives you some light on how things are done by them. it's better for clients trying to understand mckinsey than for consultants trying to do it like mckinsey

Ok reading general info (best part are the templates in place). Easy read take few hours at most.  
Subway bus

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