



With intense competition for top management jobs and increased pressure on organizations to select the best candidates, more and more firms are now using challenging psychometric tests as part of their recruitment and assessment procedures. Also used to identify management potential in existing staff, tests are increasingly used to select the weakest employees when job cuts beckon. Management Level Psychometric Assessments offers more types of assessment than any other management testing book. Ideal for managers applying for supervisory roles or jobs on the board, for promotions as well as new employment, it includes tests on quantitative reasoning, currency conversion, verbal reasoning, decision analysis, situational awareness and visual estimation. Along with detailed answers and explanations, it places particular emphasis on getting you test-ready, with advice on the presentation part of your assessment and crucial information on which tests you are most likely to face for your industry. Management Level Psychometric Assessments is an invaluable resource providing all the practice you need to pass those tests and succeed against the competition.

Inbound PR

Over 400 Numerical, Verbal and Non-verbal Practice Questions to Help You Land that Senior Job

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Complete Case Interview Preparation

Deliverology 101

A Former McKinsey Interviewer Reveals how to Get Multiple Job Offers in Consulting

A new classic, cited by leaders and media around the globe as a highly recommended read for anyone interested in innovation. In *The Innovator's DNA*, authors Jeffrey Dyer, Hal Gregersen, and bestselling author Clayton Christensen (*The Innovator's Dilemma*, *The Innovator's Solution*, *How Will You Measure Your Life?*) build on what we know about disruptive innovation to show how individuals can develop the skills necessary to move progressively from idea to impact. By identifying behaviors of the world's best innovators—from leaders at Amazon and Apple to those at Google, Skype, and Virgin Group—the authors outline five discovery skills that distinguish innovative entrepreneurs and executives from ordinary managers: Associating, Questioning, Observing, Networking, and Experimenting. Once you master these competencies (the authors provide a self-assessment for rating your own innovator's DNA), the authors explain how to generate ideas, collaborate to implement them, and build innovation skills throughout the organization to result in a competitive edge. This innovation advantage will translate into a premium in your company's stock price—an innovation premium—which is possible only by building the code for innovation right into your organization's people, processes, and guiding philosophies. Practical and provocative, *The Innovator's DNA* is an essential resource for individuals and teams who want to strengthen their innovative prowess.

From the Nobel Prize-winning author of *Thinking, Fast and Slow* and the coauthor of *Nudge*, a revolutionary exploration of why people make bad judgments and how to make better ones—"a tour de force" (New York Times). Imagine that two doctors in the same city give different diagnoses to identical patients—or that two judges in the same courthouse give markedly different sentences to people who have committed the same crime. Suppose that different interviewers at the same firm make different decisions about indistinguishable job applicants—or that when a company is handling customer complaints, the resolution depends on who happens to answer the phone. Now imagine that the same doctor, the same judge, the same interviewer, or the same customer service agent makes different decisions depending on whether it is morning or afternoon, or Monday rather than Wednesday. These are examples of noise: variability in judgments that should be identical. In *Noise*, Daniel Kahneman, Olivier Sibony, and Cass R. Sunstein show the detrimental effects of noise in many fields, including medicine, law, economic forecasting, forensic science, bail, child protection, strategy, performance reviews, and personnel selection. Wherever there is judgment, there is noise. Yet, most of the time, individuals and organizations alike are unaware of it. They neglect noise. With a few simple remedies, people can reduce both noise and bias, and so make far better decisions. Packed with original ideas, and offering the same kinds of research-based insights that made *Thinking, Fast and Slow* and *Nudge* groundbreaking New York Times bestsellers, *Noise* explains how and why humans are so susceptible to noise in judgment—and what we can do about it.

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.

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

Cracked it!

Practical Lessons from the World's Leading Employers

The PR Agency's Manual to Transforming Your Business With Inbound

Simple Rules

Learn the skills used by the leading management consulting firms, such as McKinsey, BCG, et al.

McKinsey and Company

Strategy Beyond the Hockey Stick

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.

Employer Branding For Dummies

The One Skill That Changes Everything

The Consulting Interview Bible

Case Interview Secrets

Vision, Leadership, and the Creation of Management Consulting

How to solve big problems and sell solutions like top strategy consultants