

The Lords Of Strategy The Secret Intellectual History Of The New Corporate World

"The ultimate chronicle of the games behind the game."—The New York Times Book Review Baseball has always inspired rhapsodic elegies on the glory of man and golden memories of wonderful times. But what you see on the field is only half the game. In this fascinating, colorful chronicle—based on hundreds of interviews and years of research and digging—John Helyar brings to vivid life the extraordinary people and dramatic events that shaped America's favorite pastime, from the dead-ball days at the turn of the century through the great strike of 1994. Witness zealous Judge Landis banish eight players, including Shoeless Joe Jackson, after the infamous "Black Sox" scandal; the flamboyant A's owner Charlie Finley wheel and deal his star players, Vida Blue and Rollie Fingers, like a deck of cards; the hysterical bidding war of coveted free agent Catfish Hunter; the chain-smoking romantic, A. Bartlett Giamatti, locking horns with Pete Rose during his gambling days of summer; and much more. Praise for The Lords of the Realm "A must-read for baseball fans . . . reads like a suspense novel."—Kirkus Reviews "Refreshingly hard-headed . . . the only book you'll need to read on the subject."—Newsday "Lots of stories . . . well told, amusing . . . edifying."—The Washington Post Discusses techniques for business managers for planning company growth, overcoming competition, dealing with inflation, improving the organization of the corporation, and coping with personnel problems

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.

Winston Churchill is a renowned historical figure, whose remarkable political and military career continues to enthrall. This book consists of short, highly readable chapters on key aspects of Churchill's career. Written by leading experts, the chapters draw on documents from Churchill's extensive personal papers as well as cutting-edge scholarship. Ranging from Churchill's youthful statesmanship to the period of the Cold War, the volume considers his military strategy during both World Wars as well as dealing with the social, political and economic issues that helped define the Churchillian era. Suitable for those coming to Churchill for the first time, as well as providing new insights for those already familiar with his life, this is a sparkling collection of essays that provides an enlightening history of Churchill and his era.

The Secret Intellectual History of the New Corporate World

Myth

Designing World Class Corporate Strategies

The Hundred-Year Marathon

Lords of Strategy

Dangerous Company

Prima's Official Strategy Guide

A master class in strategic thinking, distilled from the legendary program the author has co-taught at Yale for decades For almost two decades, Yale students have competed for admission each year to the "Studies in Grand Strategy" seminar taught by John Lewis Gaddis, Paul Kennedy, and Charles Hill. Its purpose has been to prepare future leaders for responsibilities they will face, through lessons drawn from history and the classics. Now Gaddis has distilled that teaching into a book, surveying statecraft from the ancient Greeks to Franklin D. Roosevelt and beyond. An unforgettable guide to the art of leadership. On Grand Strategy is, in every way, its own master class.

Argues that a manager's central responsibility is to create and implement strategies, challenges popular motivational practices, and shares anecdotes discussing how to enable action-oriented plans for real-world results.

The Lords of StrategyThe Secret Intellectual History of the New Corporate WorldHarvard Business Press

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 principal 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. 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.

Strategy That Works

The McKinsey Edge: Success Principles from the World's Most Powerful Consulting Firm

Politics, Strategy and Statecraft

A Guided Tour Through The Wilds of Strategic Mangement

The Story of McKinsey and Its Secret Influence on American Business

The Sum of Us

The McKinsey Way

How to close the gap between strategy and execution Two-thirds of executives say their organizations don't have the capabilities to support their strategy. In Strategy That Works, Paul Leinwand and Cesare Mainardi explain why. They identify conventional business practices that unintentionally create a gap between strategy and execution. And they show how some of the best companies in the world consistently leap ahead of their competitors. Based on new research, the authors reveal five practices for connecting strategy and execution used by highly successful enterprises such as IKEA, Natura, Danaher, Haier, and Lego. These companies:

- Commit to what they do best instead of chasing multiple opportunities
- Build their own unique winning capabilities instead of copying others
- Put their culture to work instead of struggling to change it
- Invest where it matters instead of going lean across the board
- Shape the future instead of reacting to it

Packed with tools you can use for building these five practices into your organization and supported by in-depth profiles of companies that are known for making their strategy work, this is your guide for reconnecting strategy to execution.

In this remarkable oral history collection, thirty-three participants in the turbulent epic that began with the day of infamy at Pearl Harbor and ended with the signing of the surrender documents in Tokyo Harbor tell their stories. Their remembrances of heartbreak, frustration, heroism, hope, and triumph were collected over a period of twenty-five years by John T. Mason. Their recollections reveal perspectives and facts not included in traditional works of history. Each selection, introduced with a preface that places it in the context of the Pacific War, takes the reader behind the scenes to present the personal, untold stories of naval history. Included are Admiral William S. Sullivan's account of the problems involved in clearing Manila Harbor of some five hundred wrecked vessels left by the departing Japanese and Admiral Thomas C. Kinkaid's description of the communications breakdown at the Battle of Leyte Gulf. There are also the very personal recollections of humor and horror told by the unknown actors in the war: the hospital corpsman, the coxswain, and the machinist's mate. Originally published in 1986, this volume is an unusual and lasting tribute to the ingenuity and teamwork demonstrated by America's forces in the Pacific as well as a celebration of the human spirit

Conventional wisdom on strategy is no longer a reliable guide. InEssential Advantage, Booz & Company's Cesare Mainardi and Paul Leinwand maintain that success in any market accrues to firms with coherence: a tight match between their strategic direction and the capabilities that make them unique. Achieving this clarity takes a sharpness of focus that only exceptional companies have mastered. This book helps you identify your firm's blend of strategic direction and distinctive capabilities that give it the "right to win" in its chosen markets. Based on extensive research and filled with company examples—including Amazon.com, Johnson & Johnson, Tata Sons, and Procter & Gamble--Essential Advantage helps you construct a coherent company in which the pieces reinforce each other instead of working at cross-purposes. The authors reveal:

- Why you should focus on a system of a few aligned capabilities
- How to identify the "way to play" in your market
- How to design a strategy for well-modulated growth
- How to align a portfolio of businesses behind your capability system
- How your strategy clarifies growth, costs, and people decisions

Few companies achieve a capability-driven "right to win" in their market. This book helps you position your firm to be among them.

Life's tough in the 13th century: The peasants demand food, the blacksmith needs iron, the battles are bloody. Not to worry! GetLords of the Realm II: The Official Strategy Guideand learn: How to feed your people and forge your weapons Strategy options and their effects Details on weapons, castles, and terrain The art of diplomacy -- the velvet glove and the mailed fist The finer points of computer or head-to-head play About the Author Bart Farkasis Editor-in-Chief ofInside Mac Gamesand the author ofWing Commander IV Unauthorized Secrets and Solutions(Prima).

The Young Lords

Strategy Beyond the Hockey Stick

The Lords of Easy Money

Pacific War Remembered

Six Strategic Principles for Managers

A Radical History

Do you want dawn ... ? Drew Wagar's epic fantasy, The Lords of Midnight, is set in the world of the award-winning Tolkienesque fantasy game, The Lords of Midnight by Mike Singleton. The magical land of Midnight, cursed into eternal winter, faces destruction at the hands of the Witchking. The Lords of Midnight and the Fey of the Forest combined forces once before to defeat him, but this sudden assault by the Witchking's deadly Doomguard has long been planned to coincide with the Winter Solstice at a time when Midnight has lost the only means it has to mount an effective defence. The amazing cover art was created by Jurij Rogelj.

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.

Journalist and editor Walter Kiechel recounts the birth and evolution of strategy, arguably the most influential business paradigm of the past half century and the trials and triumphs of the disruptors who invented it.

THE MILLION COPY INTERNATIONAL BESTSELLER Drawn from 3,000 years of the history of power, this is the definitive guide to help readers achieve for themselves what Queen Elizabeth I, Henry Kissinger, Louis XIV and Machiavelli learnt the hard way. Law 1: Never outshine the master Law 2: Never put too much trust in friends; learn how to use enemies Law 3: Conceal your intentions Law 4: Always say less than necessary. The text is bold and elegant, laid out in black and red throughout and replete with fables and unique wood sculptures. The 48 laws are illustrated through the tactics, triumphs and failures of great figures from the past who have wielded - or been victimised by - power. _____ (From the Playboy interview with Jay-Z, April 2003) PLAYBOY: Rap careers are usually over fast: one or two hits, then styles change and a new guy comes along. Why have you endured while other rappers haven't? JAY-Z: I would say that it's from still being able to relate to people. It's natural to lose yourself when you have success, to start surrounding yourself with fake people. In The 48 Laws of Power, it says the worst thing you can do is build a fortress around yourself. I still got the people who grew up with me, my cousin and my childhood friends. This guy right here (gestures to the studio manager), he's my friend, and he told me that one of my records, Volume Three, was wack. People set higher standards for me, and I love it.

Henderson on Corporate Strategy

Value

How the Federal Reserve Broke the American Economy

Management Consultants and the Businesses They Save and Ruin

Management Consultancy

How Management Consultants Steal Your Watch and Then Tell You the Time

The Difference and Why It Matters

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.

Contending that today's high-quality marketplace has created an era of impossible competition, an award-winning Harvard Business School professor makes recommendations for how companies can retain market shares without losing status to copycat competitors.

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 quartile 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

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 our most widely-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.

Summary of Walter Kiechel's The Lords of Strategy

The Official Strategy Guide

On Grand Strategy

The Lords of the Realm

Tuning Your Competitors' Strength to Your Advantage

Escaping the Competitive Herd

The Real History of Baseball

Against the backdrop of America's escalating urban rebellions in the 1960s, an unexpected cohort of New York radicals unleashed a series of urban guerrilla actions against the city's racist policies and contempt for the poor. Their dramatic flair, uncompromising vision, and skillful ability to link local problems to international crises riveted the media, alarmed New York's political class, and challenged nationwide perceptions of civil rights and black power protest. The group called itself the Young Lords. Utilizing oral histories, archival records, and an enormous cache of police records released only after a decade-long Freedom of Information Law request and subsequent court battle, Johanna Fernandez has written the definitive account of the Young Lords, from their roots as a street gang to their rise and fall as a political organization. Led predominantly by poor and working-class Puerto Rican youth, and consciously fashioned after the Black Panther Party, the Young Lords confronted race and class inequality and questioned American foreign policy. Their imaginative, irreverent protests and media conscious tactics won significant reforms and exposed U.S. mainland audiences to the country's quiet imperial project in Puerto Rico. In riveting style, Fernandez demonstrates how the Young Lords redefined the character of protest, the color of politics, and the cadence of popular urban culture in the age of great dreams.

Designing World Class Corporate Strategies considers the key role of corporate centres within very large, primarily multi-business organisations. At present, these corporate centres are under attack as not creating and value and merely adding cost to their groups. The authors have developed a corporate configurations model which demonstrates four ways in which corporate centres can add significant value. However this requires the centre to act in specific ways depending on the external environment in which the group is operating. Designing World Class Corporate Strategies is highly readable, with a large number of illustrative examples included in the text. Academic references and theoretical underpinnings are placed in the final chapter of the book, so that the book is focused on the professional market for strategy and creating value.

This is the only authorized guide to Myth, to be published "day-and-date" with the game. Written with the full support of Bungie Software, this book contains in-depth strategies and tactics for every mission, behind-the-scenes information, original art from the game, and tips for multiplayer gaming and customization.

"The New York Times bestselling business journalist Christopher Leonard infiltrates one of America's most mysterious institutions--the Federal Reserve--to show how its policies over the past ten years have accelerated income inequality and put our country's economic stability at risk"--

A New Way of Linking Creativity and Strategic Planning to Discover Great Business Opportunities

The Boston Consulting Group on Strategy

A Game Theorist's Guide to Success in Business & Life

House of Lies

How to Keep Your Strategy Moving as Fast as Your Business

The 48 Laws Of Power

The Lords of Midnight

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 becomesfar 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."

More than two millennia ago the famous Chinese general Sun Tzu wrote the classic work on military strategy, The Art of War. Now, in a new edition of Sun Tzu's strategic principles can be applied to twenty-first century business. Here are two books in one: McNeilly's synthesis of Sun Tzu's ideas into six strategic principles for the business executive, plus the text of Samuel B. Griffith's popular translation of The Art of War.

McNeilly explains how to gain market share without incurring competitive retaliation, how to attack competitors' weak points, and how to maximize market information for competitive advantage. He demonstrates the value of speed and preparation in throwing the competition off-balance, employing strategy to beat the competition, and the need for character in leaders. Lastly, McNeilly presents a practical method to put Sun Tzu's principles into practice. By using modern examples throughout the book from Google, Zappos, Amazon, Tyson, Aflac, Singapore Airlines, Best Buy, the NFL, Tata Motors, Starbucks, and many others, he illustrates how, by following the wisdom of history's most respected strategist, executives can avoid the pitfalls of management fads and achieve lasting competitive advantage.

Explains how companies must pinpoint business strategies to a few critically important choices, identifying common bundles while outlining simple exercises and questions that can guide day-to-day and long-term decisions.

The authors of Thinking Strategically demonstrate how to apply the principles in game theory to achieve greater personal and professional successes, drawing on a diverse array of case studies to explain how to develop a win-oriented way of seeing the world.

Winston Churchill

Strategy Safari

Good Strategy, Bad Strategy

People, Probabilities, and Big Moves to Beat the Odds

How Strategy Really Works

Sun Tzu and the Art of Business

Lords of Magic

Based on comprehensive research into strategic planning literature and its military antecedents, the successor to The Rise and Fall of Strategic Planning offers a penetrating analysis of the ten dominant schools of strategic thought. Reprint. 15,000 first printing.

• Strategies and tactics take you from initial conquests to late-stage domination
• The art and sorcery completely de-mystified
• Detailed stats on all units!
• Multiplayer tips to lord over your enemies
About the Author Joe Grant Bell is the author of the Online Games Guide, Myth: The Fallen Lords, and Command & Conquer: Red Alert — Secrets and Solutions Unauthorized among other Prima Entertainment titles.

47 strategies elite managers follow to reach the highest level of success The McKinsey Edge cuts 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 guide to managing a baseball team includes discussions of pitching, fielding, spring training, playing tactics, and dealing with umpires

The End of Competitive Advantage

Playing to Win

What Racism Costs Everyone and How We Can Prosper Together

The Art of Strategy

Classic Concepts and New Perspectives

Judo Strategy

China's Secret Strategy to Replace America as the Global Superpower

Are you at risk of being trapped in an uncompetitive business? Chances are the strategies that worked well for you even a few years ago no longer deliver the results you need. Dramatic changes in business have unearthed a major gap between traditional approaches to strategy and the way the real world works now. In short, strategy is stuck. Most leaders are using frameworks that were designed for a different era of business and based on a single dominant idea—that the purpose of strategy is to achieve a sustainable competitive advantage. Once the premise on which all strategies were built, this idea is increasingly irrelevant. Now, Columbia Business School professor and globally recognized strategy expert Rita Gunther McGrath argues that it 's time to go beyond the very concept of sustainable competitive advantage. Instead, organizations need to forge a new path to winning: capturing opportunities fast, exploiting them decisively, and moving on even before they are exhausted. She shows how to do this with a new set of practices based on the notion of transient competitive advantage. This book serves as a new playbook for strategy, one based on updated assumptions about how the world works, and shows how some of the world 's most successful companies use this method to compete and win today. Filled with compelling examples from " growth outlier " firms such as Fujifilm, Copizant Technology Solutions, Infosys, Yahoo!, Japan, and Atmos Energy, The End of Competitive Advantage is your guide to renewed success and profitable growth in an economy increasingly defined by transient advantage.

Judo, often translated as "the way of gentleness," is a century-old martial art that employs quickness and agility to help devotees overcome adversaries who seem to be more powerful. The authors turn these principles around for a corporate audience, showing how they can also be used to help companies battle bigger and stronger competitors. Strategic planning sounds business-as-usual dull, while innovation conjures up images of corporate vision and risk-taking. The truth is, the two must be brought together for companies to excel in dynamic markets. The Power of Strategy Innovation presents a five-phase Discovery Process for staging, aligning, exploring, creating, and mapping the paths between analytical, numbers-oriented, day-to-day planning and market-centric, discovery-driven innovation that focuses on the future. This edition updated in 2013 to include a new Preface and Epilogue, describing the emergence of Enterprise Innovation.

One of the U.S. government's leading China experts reveals the hidden strategy fueling that country's rise – and how Americans have been seduced into helping China overtake us as the world's leading superpower. For more than forty years, the United States has played an indispensable role helping the Chinese government build a booming economy, develop its scientific and military capabilities, and take its place on the world stage, in the belief that China's rise will bring us cooperation, diplomacy, and free trade. But what if the "China Dream" is to replace us, just as America replaced the British Empire, without firing a shot? Based on interviews with Chinese defectors and newly declassified, previously undisclosed national security documents. The Hundred-Year Marathon reveals China's secret strategy to supplant the United States as the world's dominant power, and to do so by 2049, the one-hundredth anniversary of the founding of the People's Republic. Michael Pillsbury, a fluent Mandarin speaker who has served in senior national security positions in the U.S. government since the days of Richard Nixon and

Henry Kissinger, draws on his decades of contact with the "hawks" in China's military and intelligence agencies and translates their documents, speeches, and books to show how the teachings of traditional Chinese statecraft underpin their actions. He offers an inside look at how the Chinese really view America and its leaders – as barbarians who will be the architects of their own demise. Pillsbury also explains how the U.S. government has helped – sometimes unwittingly and sometimes deliberately – to make this "China Dream" come true, and he calls for the United States to implement a new, more competitive strategy toward China as it really is, and not as we might wish it to be. The Hundred-Year Marathon is a wake-up call as we face the greatest national security challenge of the twenty-first century.

The Essential Advantage

Lords of the Realm II

Weaver on Strategy

An Oral History Collection

How to Win with a Capabilities-driven Strategy

The Fallen Lords Official Strategies and Secrets

The Firm

"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 fascinating reading that empowers every business decision maker to become a better strategic player in any organization.

NEW YORK TIMES BESTSELLER • LONGLISTED FOR THE NATIONAL BOOK AWARD • One of today's most insightful and influential thinkers offers a powerful exploration of inequality and the lesson that generations of Americans have failed to learn: Racism has a cost for everyone—not just for people of color. WINNER OF THE PORCHLIGHT BUSINESS BOOK AWARD • ONE OF THE BEST BOOKS OF THE YEAR: Time. The Washington Post. St. Louis Post-Dispatch. Ms. magazine. BookRiot. Library Journal • LONGLISTED FOR THE ANDREW CARNEGIE MEDAL • "This is the book I've been waiting for."—Ibram X. Kendi. #1 New York Times bestselling author of How to Be an Antiracist Heather McGhee's specialty is the American economy—and the mystery of why it so often fails the American public. From the financial crisis of 2008 to rising student debt to collapsing public infrastructure, she found a root problem: racism in our politics and policymaking. But not just in the most obvious indignities for people of color. Racism has costs for white people, too. It is the common denominator of our most vexing public problems, the core dysfunction of our democracy and constitutive of the spiritual and moral crises that grip us all. But how did this happen? And is there a way out? McGhee embarks on a deeply personal journey across the country from Maine to Mississippi to California, tallying what we lose when we buy into the zero-sum paradigm—the idea that progress for some of us must come at the expense of others. Along the way, she meets white people who confide in her about losing their homes, their dreams, and their shot at better jobs to the toxic mix of American racism and greed. This is the story of how public goods in this country—from parks and pools to functioning schools—have become private luxuries; of how unions collapsed, wages stagnated, and inequality increased; and of how this country, unique among the world's advanced economies, has thwarted universal healthcare. But in unlikely places of worship and work, McGhee finds proof of what she calls the Solidarity Dividend: the benefits we gain when people come together across race to accomplish what we simply can't do on our own. The Sum of Us is not only a brilliant analysis of how we arrived here but also a heartfelt message, delivered with startling empathy, from a black woman to a multiracial America. It leaves us with a new vision for a future in which we finally realize that life can be more than a zero-sum game.

Please note: This is a companion version & not the original book. Sample Book Insights: #1 The rise of strategy as the framework through which companies understand what they're doing and want to do has eclipsed any other change in the intellectual landscape of business over the past fifty years. #2 The secret intellectual history of the new corporate world is as much about the challenges companies faced, from competing with the Japanese in the 1970s to surviving a crisis in the global financial system in the twenty-first century. #3 The strategy revolution was led by management consultants, who were able to put together all the elements that determined a company's corporate fate. They lacked a rigorous sense of the dynamics of competition, though. #4 The book is an essay rather than a history, meaning it incorporates the personal observations of the author. It is an account of the ideas behind the strategy revolution, and it includes interviews with several of the lords of strategy.

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

The Four Cornerstones of Corporate Finance

The Lords of Strategy

Different

How Winning Companies Close the Strategy-to-Execution Gap

The Power of Strategy Innovation

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