

# McKinsey

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**Kris Safarova**



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Innovation in India Suseela Yesudian, 2012-11-16 Examines the shift in leading companies in India towards greater value added and innovative work Is the move towards greater levels of innovation the future of the services off shoring industry in India

Summary of Dave McKinsey's Strategic Storytelling Everest Media, 2022-04-03T22:59:00Z Please note This is a companion version not the original book

Sample Book Insights

- 1 The Minto Pyramid Principle is a method of structuring business presentations that was developed by consulting firm McKinsey It is based on the military's BLUF technique along with journalism's inverted pyramid narrative style
- 2 The SCQA framework was used not only to craft introductions but also to structure entire presentations The term answer was swapped with its synonym resolution
- 3 The process of problem scoping at McKinsey is called moving up the issue tree Associates are encouraged to express issues as questions in full sentence form since doing so encourages clear thought and facilitates clear communication
- 4 The USPS has three interlinked constraints that govern what the organization is able to do the Universal Service Obligation Private Express Statutes and the Mailbox Access Rule These constraints rule out certain solutions such as selling access to mailboxes to private couriers limiting delivery frequency in selected geographical areas or selling alcohol or tobacco products

**The Investment Journal** Kris Safarova, 2021-05-05 You need to make a business investment decision understand the tools and processes to follow and require a guide to help you convince colleagues to make the investment The Investment Journal is the companion guide to our popular books Succeeding as a Management Consultant The Operations Management Journal The Pandemic Disaster Strategy Journal and The Strategy Journal an Amazon bestseller The heart of this journal revolves around the investment visual guide and pages to plan your investment from clarifying the problem statement all the way to developing the presentation and quantifying the benefits case in The journal is divided into 4 parts

- 1 Investment Visual Guide
- 2 Overview
- 3 Guided Example
- 4 Your Study

The INVESTMENT VISUAL GUIDE contains Summary of the process Financial Analysis vs Financial Modeling vs Investment Cases Journal Objectives Investment Case Philosophy Integrating Change Management Difference in Investment Cases CSFs to Leading an Investment Case Expectations of an Investment Case Leader Guiding the Team Analyses Complexity Over Time Week by Week Activities Week 0 Week1 2 Week3 5 Week5 7 Week 8 Analytical Tools Strategic scoping 3 questions in strategic scoping Sub questions from 3 questions Assertions from questions Hypotheses from assertions Strategic scoping example Testing Hypotheses with Financial Analysis Top Down Financial Analysis Overview 3 Questions for all Financial Analysis Q1 financial analysis Q2 financial analysis Q3 financial analysis Data Collection in Financial Analysis Drawing Insights from Financial Analysis Financial Analysis to Financial Modeling Creating the Investment Case 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 blank templates and guides for you to use on YOUR STUDY The Daily Pages are split into 8

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The Strategy Journal Kris Safarova, 2020-07 The heart of this Workbook 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 Workbook 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 blank templates and guides for you to use on your own study The Daily Pages are split into 8 weeks with a page for Monday to Friday The pages help you understand your goals each day with a timeline reminder of the deliverables before each client update Reminders for the client updates are built into the sheets for you to complete The Workbook helps identify measure and bank the dollar value for your client or employer through prompts templates and steps to follow If you are unsure of the process we have built in checks and balances so that you can go back and make corrections to any gaps in your earlier thinking As the study begins to wrap up we move to implementation We show you what needs to be done to begin discussing implementation what to implement and how to measure and track the implementation benefits including the sale of the implementation program The Workbook can replace your primary planning and project management tools By moving everything to one document that you can use every day and all the time it allows you to better track and manage the engagement Slides and updates can be prepared in the workbook and shared with your team and clients By moving from laptop and slide based discussions with clients the Workbook increases the level of professional intimacy with a client The Workbook is designed to be stored forever This will contain your best thinking and should serve as a library for future studies

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