

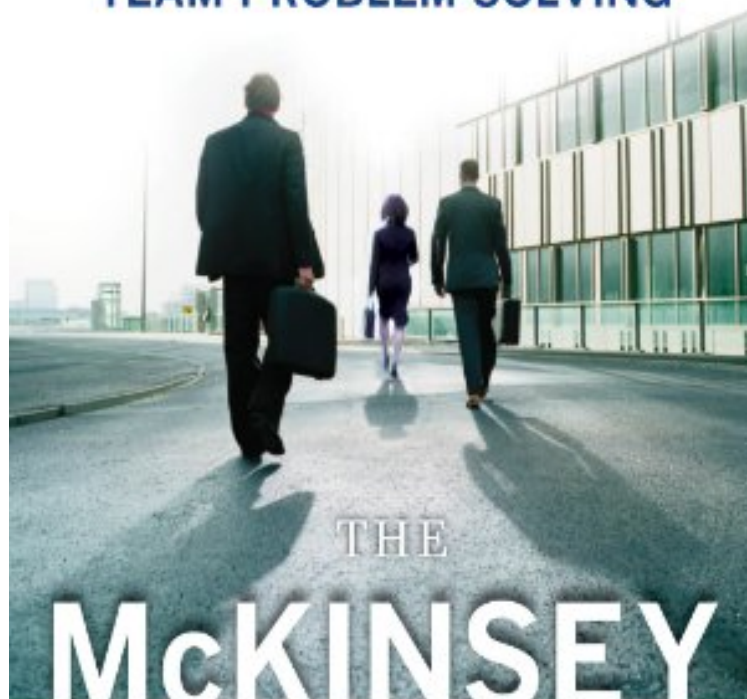
[Download] The McKinsey Engagement: A Powerful Toolkit For More Efficient and Effective Team Problem Solving (Management Leadership)

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

*Paul N. Friga Ph.D*

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**A POWERFUL TOOLKIT FOR  
MORE EFFICIENT & EFFECTIVE  
TEAM PROBLEM SOLVING**



**THE  
MCKINSEY  
ENGAGEMENT**

**PAUL N. FRIGA, PH.D.**

*COAUTHOR OF THE MCKINSEY MIND*

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**Paul N. Friga Ph.D : The McKinsey Engagement: A Powerful Toolkit For More Efficient and Effective Team Problem Solving (Management Leadership)** before purchasing it in order to gage whether or not it would be worth

my time, and all praised *The McKinsey Engagement: A Powerful Toolkit For More Efficient and Effective Team Problem Solving* (Management Leadership):

1 of 1 people found the following review helpful. 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 some things that could be very helpful.

2 of 2 people found the following review helpful. The mnemonic devices were forced permutations from better writers with more credibility.

By Corey Hodges

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 mnemonic 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.

1 of 1 people found the following review helpful. A good framework.

By Customer

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

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 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.

**About the Author** Paul N. Friga, Ph.D., worked with McKinsey Co. at its Pittsburgh office as an associate consultant. He holds an MBA and a Ph.D. in strategy from the Kenan-Flagler Business School at the University of North Carolina. He has conducted numerous consulting projects throughout his career and continues to work with Fortune 500 companies throughout the world. He has also worked for PricewaterhouseCoopers as a management consultant and continues to research the consulting industry. Dr. Friga is an associate professor at the Kenan-Flagler Business School, where he teaches courses in management consulting and strategy. He also serves as the director of the consulting concentrations.