La estrategia McKinsey: Principios de éxito de la consultora de negocios más poderosa del mundo

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Descubre los 4 pasos para elevar tu perfil y llevar tu carrera al siguiente nivel.

La estrategia McKinsey **comparte las mejores prácticas de un exclusivo grupo de ejecutivos y consultores de McKinsey & Company, la legendaria firma de consultoría que da servicio al ochenta por ciento de las corporaciones más grandes del mundo.**

Con base en su gran experiencia como Engagement Manager de McKinsey, **Shu Hattori** presenta consejos probados y rigurosamente seleccionados que te darán la ventaja necesaria para elevar tu perfil y llevar tu carrera al siguiente nivel utilizando un programa dinámico y efectivo de cuatro pasos:

1. Construir una mejor versión de ti mismo: aprende maneras más eficaces para salir adelante por medio de múltiples auto-mejoras.
2. Crecer con otros: fortalece tus habilidades de comunicación, conexión y comprensión para influir en tu equipo y en otros socios.
3. Domina la gestión de procesos: aumenta tu **productividad** y rendimiento utilizando herramientas que se adapten mejor a tu entorno.
4. Da el paso extra: esfuérzate más para enfocar tu energía, renovar tu vida y revitalizar tu carrera con un nuevo perfil de **liderazgo**.

Cada sección incluye estrategias precisas y consejos que te ayudarán a hacer frente a los retos de cada nivel de la administración. Mediante la aplicación de estos principios a tu situación y lugar de trabajo, serás capaz de cambiar no sólo tu forma de pensar y tu eficacia de gestión, sino también la percepción que los demás tienen de ti como líder. Descubrirás los mejores métodos para tratar con clientes, solucionar problemas, motivar equipos y superar expectativas.

La estrategia McKinsey: Principios de éxito de la consultora de negocios más poderosa del mundo Details

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From Reader Review La estrategia McKinsey: Principios de éxito de la consultora de negocios más poderosa del mundo for online ebook

Roy Wang says

This book offers a select mixture of advice and useful tips on productivity, interpersonal relationship, leadership, process management, and personal growth. The guiding principles underlying all the author's key points, however, aren't all that different from what have been widely discussed in a plethora of self-help/productivity books and other media. What this book adds to such literature is thus how they fit into the context of McKinsey's consulting work; in such a high-pressure, performance-driven environment where outstanding leadership and execution are expected, the veracity and applicability of any advice are put to the ultimate test. Perhaps just as fascinating was through the author's writing the peek into the M.O., mindsets, work ethics, and company culture that top-tiered McKinsey people embody through both their work lives and private lives.

Ernesto Osorno says

Un libro de muy "ágil digestión" con una lista de principios a implementar para mejorar la forma en la que entregas o generas valor a tus clientes seas o no consultor.

Texto muy breve pero ampliamente recomendado como "libro de cabecera"

Shaif Tazir says

I got great ideas from book

Prasanna says

With a strong list of 47 principles, the author covers all the aspects of managing your career and the best way to wade through your daily tasks efficiently. The best practices mostly come from the way things are done at McKinsey and Company. The breadth of the principles covers things that you will want to know at the beginning or your career to things that you will be happy to know in your early days as a manager or leader. ~ http://bookreviews.infoversant.com/th...

Darren says

International consulting company McKinsey has a reputation for helping its clients know things and do things. This book sets out to share some of the principles of the firm that contribute to individual project

success, culling best practices from the cream of McKinsey executives to offer up 47 actionable, powerful tips to help any business and employee.

It sounded a brave boast at first, yet once you read through the book you will discover that it delivers a lot of potential. Of course, the hard part may be implementing any necessary changes, both individually and corporately, yet the effort can be a worthwhile investment.

Whilst the book itself is written in a clear, engaging style that is a pleasure to read, it remains hard going because you will keep breaking off to think about the latest nugget of information and rapidly consider how to implement it into your work-stream. At the same time, the book also gives a great insight into how this massive consulting company works and interacts with its clients.

Some of the advice is fairly common, general and obvious… yet far too many of us ignore it, such as failing to use our most productive time for creative efforts. Even when you see the advice in black and white, such as avoiding spending a lot of time first thing in the working day, when arguably you'd be at your most refreshed and creative, on routine, mundane issues such as responding to email. It is hard to break a bad habit, so it is the default to read and respond first to email, leaving longer, creative jobs to later in the day, when you are perhaps more tired, more distracted and not running at your best. Sadly there was no magic cure given to breaking these bad habits other than the instillation of discipline.

In many ways, if you let it, this book provides a great "how you should do business"-series of guidelines. It can be a very helpful overview of best practice but rather soul destroying when you realise just how many things you could be doing better! Change is good and essential in this area, even if it won't be an overnight process.

This is more than just a book promising success. It is a fascinating collection of elements affecting so many areas of a business. It can be something you need to read several times to get the most out of it. A highly enjoyable, recommended read for everyone in business; surely no one is immune to possibly changing something for the better?

Autamme.com

Abhishek says

It was absolutely fantastic and re-energezing

Lorilin says

In *The McKinsey Edge*, Shu Hattori aims to communicate the tips and tricks he has learned while working for the global management consulting firm, McKinsey & Company. Truthfully, I'm not completely sure I understand what McKinsey & Company does, but, as far as I can tell, the firm exists to help big companies become more efficient, productive, and profitable.

The book, overall, does contain insightful and helpful points. Some of my favorites:

(*) Have a 30-second answer to everything. If someone wants more detail, she will ask.

(*) Pause 3 seconds before answering difficult questions. Show others you can withstand the weight of silence.

(*) Put your best effort into a project early, since this is when you will make the strongest, most lasting impression.

(*) Ask questions sooner rather than later. The earlier you ask, the less judgment and irritation there will be.

(*) Create a holiday card for yourself one year in advance. Write down what you will have accomplished by the end of next year.

(*) Schedule time for "new learning" (reading books, meeting new people, etc.) by putting it on your to-do list.

I most enjoyed the advice given in Chapter 2, about "growing with others." I thought this section really showed Hattori to be a thoughtful, caring, intentional, engaged, and kind person. I can see why he would be a good boss. Some of my favorite pieces of advice in this section:

(*) Assume people have good intentions. Find the good, and remember it.

(*) Deliver feedback using positive criticism.

(*) Assign meaningful tasks to employees.

(*) Meet with new people every week. And don't "grade" the interactions afterward. The value is in the meetings themselves.

I enjoyed the content of this book. However, I have two HUGE criticisms. First, I really wish the author had gone into more detail about what the firm actually does. There is an appendix in the back that describes the structure of the company somewhat, but I still found it insufficient. I ended up having to research the company on my own, so I could understand what I was actually reading about--and, even now, I'm still confused. It didn't help that the author seemed to be writing SO specifically to McKinsey employees. He says things like "the associate to engagement manager transition is the most challenging" and "people who work at McKinsey must learn to use a blank callout text box with an arrow pointed to a manlike figure made up of a circle and an isosceles triangle." Huh? Is that supposed to mean something to anyone who doesn't work at McKinsey? Why alienate readers by putting such specific information like that in there?

Second--and this is the biggie--this book is very, very poorly written. The author bio claims that Hattori is a native English and Japanese speaker, but this book definitely reads like it is written by someone who does not speak English as a first language. There is awkward sentence structure, incorrect grammar, and random shifts in verb tense. Hattori says things like "an encapsulating speech" and "Now, let the curtain unveil!" and "You want to show a solid reputation" and "But like most first timers, the experience takes a steep nosedive at first." (Do first timers take steep nosedives at first?) Ugh, it's just bad writing.

Normally, I would give a book written like this two stars, max. But the content in here is actually pretty good. Plus, the more I read the book, the more I became accustomed to the author's writing style, and the easier it was to read. So, take it for what it is. There is good info in here, and I would argue that the book IS worth checking out. But be prepared to work to get something out of it; the many grammatical mistakes and odd language choices are undeniably distracting.

Hu Tianhang says

I'm reading Dalio's Principles.. now compare those two... more like a 2.5/5

L says

A mix of leadership, productivity and problem solving tips, this book surprisingly delivers upon it's premise of giving you the McKinsey Edge. Although it is not the most comprehensive or in depth, it does offer some neat tools that will help you improve your work life no matter where you are. This is split to 5 main sections below.

- Building self.
- Working with others.
- Build processes for efficient work.
- Go above and beyond.
- Become a leader.

Some of the tips may be a little obvious but Hattori definitely has some good models that everyone can use. One of my favorites include the types of meetings model.

Low Complexity + Low Business Value = Update
High Complexity + Low Business Value = Alignment/Escalation
Low Complexity + High Business Value = Knowledge sharing and idea generation
High Complexity + High Business Value = Problem solving

Definitely recommend!

Shobhit Mehta says

This book can be completed over a weekend. my top learning from the book is PRINCIPLE 40 - Minimal presentation tool-kit.

Cahyo Purnomo says

A book that gives you all you need to be a great leader at all levels. It gives clear and useful tips of dos and don'ts in your day to day professional life. As the structure of the books is divided into five sections, you can easily get what they are and what can be done to sharpen them to give you an edge over your peers. This can make you to stand out among the crowd in today's very competitive world. There are so many interesting cases and instances inside the books which truly make this book too good to miss. Alhamdulillah

Chase Lindsey says

The first part of this book discussing self improvement was useful. Everything else seemed like common sense.

Esteban Llanos says

100% recomendado para personas que deben liderar día a día

Recomendado para personas que quieran aprender más sobre trabajo en equipo y gestión de proyectos. Es fácil de leer y va al grano, no se explaya demasiado para explicar una idea.

Charlie says

Some really sound principles at the beginning of the book, and practical tips. It also gives good insight into how McKinsey works as a company.

Homer says

Best book

One of the best book for aspiring consultants. Hope to learn more in your wisdom. More on the step by step of a consultants.