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The McKinsey Way, by former McKinsey & Company associate Ethan M. Rasiel, provides a through-the-keyhole perspective on the way this worldwide consulting institution approaches--and solves--the myriad professional problems encountered by its high-powered clientele. His goal, Rasiel writes, is simple: to communicate "new and useful skills to everyone who wants to be more useful in their business."

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The McKinsey Way is a book by Ethan M. Rasiel, published in 1999, about what McKinsey&Company does, how McKinsey organizes and what working at McKinsey is like. 20 years after publication, the book still holds significant value, offering timeless insights into the world's most prestigious management consulting firm: McKinsey&Company.

[The McKinsey Way — Ethan M. Rasiel | by Vikram R | Medium](#)

Quick Overview Of McKinsey Way. On page 122, the Ethan M. Rasiel shares how an effective message is brief, thorough, and structured. Ethan Rasiel practices what he preaches as this book is less than 200 pages, covers a broad range of topics relevant to consulting, and is well-structured. The McKinsey Way is divided into 5 parts:

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Ethan M. Rasiel joined McKinsey & Co.'s New York office in 1989 and worked there until 1992. While at "the firm", his clients included major companies in finance, telecommunications, computing, and consumer goods sectors. Before working at McKinsey, he worked as an equity fund manager at Mercury Asset Management in London.

[The McKinsey Way by Rasiel, Ethan M. \(ebook\)](#)

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Ethan M. Rasiel worked for McKinsey & Company from 1989 to 1992. His clients at McKinsey included major financial, telecommunications, technology, and consumer goods companies. He has a bachelor's degree from Princeton and a master's of business administration from Wharton. He lives in Chapel Hill, North Carolina.

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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.

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In Part I, Ethan Rasiel explains the McKinsey-way of thinking about business problems. The author explains that the solution of the problem needs to be fact-based (facts are friendly), rigidly structured (MECE = mutually exclusive), and hypothesis-driven (solve the problem at the first meeting - the initial hypothesis).

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Ethan M. Rasiel was a consultant in McKinsey & Co.'s New York office. His clients included major companies in finance, telecommunications, computing, and consumer goods sectors. Prior to joining McKinsey, Rasiel, who earned an MBA from the Wharton School at the University of Pennsylvania, was an equity fund manager at Mercury Asset Management in London, as well as an investment banker.

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The McKinsey Way – Ethan M. Rasiel (Recommended 12 Times) | Find it on Amazon. We won't insult you by introducing McKinsey. Written by a former McKinsey associate, this 200-page book should be the first read for anyone aspiring to become a management consultant and those curious about this peculiar world.

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