
Mckinsey Case Interview Examples

The Firm

The Case Interview Workbook: 60 Case Questions
for Management Consulting with Solutions

How to Get a Job in Consulting

The Consulting Interview Bible

Interview Math

Crack the Case System

Turquoise Eyes

Case Interviews for Beginners

How to Get Into the Top Consulting Firms

The Ultimate Case Interview Workbook

Succeeding As a Management Consultant

The Health Care Handbook

Embrace the Case Interview

Noise

Interview Math

The Mckinsey Personal Experience Interview

Toolkit

Case in Point

Value Proposition Design

Mastering the Case Analysis

The So What Strategy

The Pyramid Principle

Hacking the Case Interview

Mastering the Case Interview, 9th Edition

The Heart of Business

Mastering the Case Interview, 9th Edition

Crack the Case
Vault Guide to the Case Interview
The Consulting Apprenticeship
Case Interview Secrets
Cracked it!
Case in Point 10
Bulletproof Problem Solving
Interview Case Book
Case in Point
Case in Point
The McKinsey Way
25 Top Consulting Firms
Big Data, Analytics, and the Future of Marketing
and Sales
The Case Interview: 20 Days to Ace the Case

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MIDDLETON BEARD

The Firm

CreateSpace
To land a management consulting job at any of the top firms, including McKinsey, BCG, Bain, Deloitte,

L.E.K., Oliver Wyman and Accenture, you must get through several rounds of case interviews. Whether your interview is in a few weeks or even tomorrow, this book is written to get you the maximum

amount of knowledge in the least amount of time. I cut out all of the filler material that some other consulting books have, and tell you everything that you need to know in a clear and direct way.

With this shortcut guide, you will: Understand and become proficient at the nine different parts of a case interview, and know exactly what to say and do in each step Learn the only framework strategy that you need to memorize to craft unique and tailored frameworks for every possible case scenario Gain knowledge of basic business terms and principles so that you can develop an astute business intuition Acquire the skills to solve any market sizing or other quantitative problem Uncover how to differentiate yourself from the thousands of other candidates who are fighting to get the same job you are Practice your case interview skills with included practice cases and sample answers Also visit HackingTheCaseInterview.com for a one-week online crash course to pass your upcoming interview. [The Case Interview Workbook: 60 Case Questions for Management Consulting with Solutions](#) Springer Crack the Case System is a complete training program, covering every aspect of the infamous "case interview" favored by top management consulting firms and a growing number of Fortune 500 companies.

David Ohrvall's step-by-step approach combines practical instruction on structuring, analytics and communication, as well as insider tips and insights gained from training thousands of candidates. CTCS includes over 150 bonus videos on mbacase.com, 42 practice cases, homework and drills. About the author: David Ohrvall is the global expert on the topic of case

interviews. A dynamic and sought-after speaker, he trains several thousand MBAs and undergraduates each year at premiere business schools around the world, including Wharton, Stanford, Harvard Business School, Chicago Booth, Duke's Fuqua School of Business, INSEAD, Oxford and Cambridge. David also has an extensive private coaching practice that

has helped launch hundreds of candidates into consulting, venture capital, and a variety of industries. David is a former management consultant (Bain & Company), and a graduate of the Wharton School (MBA & undergrad). Learn more about David at www.mbacase.com. *How to Get a Job in Consulting* McGraw Hill Professional Big Data is the biggest game-

changing opportunity for marketing and sales since the Internet went mainstream almost 20 years ago. The data big bang has unleashed torrents of terabytes about everything from customer behaviors to weather patterns to demographic consumer shifts in emerging markets. This collection of articles, videos, interviews, and slideshares highlights the most

important lessons for companies looking to turn data into above-market growth: Using analytics to identify valuable business opportunities from the data to drive decisions and improve marketing return on investment (MROI) Turning those insights into well-designed products and offers that delight customers Delivering those products and offers effectively to

the marketplace. The goldmine of data represents a pivot-point moment for marketing and sales leaders. Companies that inject big data and analytics into their operations show productivity rates and profitability that are 5 percent to 6 percent higher than those of their peers. That's an advantage no company can afford to ignore. The Consulting Interview

<p><u>Bible</u> CreateSpace Interview Math provides over 50 practice problems and answers to help job seekers master quantitative interview questions including: Market Sizing Revenue Estimates Profitability Breakeven Pricing Customer Lifetime Value If you're interviewing at one of the highly sought after positions below, you'll need to master these interview</p>	<p>math questions: Management Consulting: McKinsey, Bain, Boston Consulting Group, Deloitte General Management: Capital One, Taser Marketing: General Mills, Google, Hershey Software Engineering: Goldman Sachs, Microsoft Finance: American Airlines, Best Buy, JetBlue You'll learn interview math concept and principles - and then master those</p>	<p>concepts with over 50 practice questions filled with detailed answers. After going through the book, candidates will feel knowledgeable, confident, relaxed and ready to tackle interview math questions. Interview Math Createspace Independent Publishing Platform From the Nobel Prize- winning author of Thinking, Fast and Slow and the coauthor</p>
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of Nudge, a revolutionary exploration of why people make bad judgments and how to make better ones—"a tour de force" (New York Times). Imagine that two doctors in the same city give different diagnoses to identical patients—or that two judges in the same courthouse give markedly different sentences to people who have committed the same crime. Suppose that different

interviewers at the same firm make different decisions about indistinguishable job applicants—or that when a company is handling customer complaints, the resolution depends on who happens to answer the phone. Now imagine that the same doctor, the same judge, the same interviewer, or the same customer service agent makes different decisions depending on

whether it is morning or afternoon, or Monday rather than Wednesday. These are examples of noise: variability in judgments that should be identical. In *Noise*, Daniel Kahneman, Olivier Sibony, and Cass R. Sunstein show the detrimental effects of noise in many fields, including medicine, law, economic forecasting, forensic science, bail, child protection, strategy,

performance reviews, and personnel selection. Wherever there is judgment, there is noise. Yet, most of the time, individuals and organizations alike are unaware of it. They neglect noise. With a few simple remedies, people can reduce both noise and bias, and so make far better decisions. Packed with original ideas, and offering the same kinds of research-

based insights that made *Thinking, Fast and Slow* and *Nudge* groundbreaking New York Times bestsellers, *Noise* explains how and why humans are so susceptible to noise in judgment—and what we can do about it. [Crack the Case System](#) Consulting LLC In this essential and illuminating book, top business strategist Dev Patnaik tells the story of how organizations of all kinds

prosper when they tap into a power each of us already has: empathy, the ability to reach outside of ourselves and connect with other people. When people inside a company develop a shared sense of what's going on in the world, they see new opportunities faster than their competitors. They have the courage to take a risk on something new. And they have the gut-level certitude to stick with an idea that

doesn't take off right away. People are "Wired to Care," and many of the world's best organizations are, too. In pursuit of this idea, Patnaik takes readers inside big companies like IBM, Target, and Intel to see widespread empathy in action. But he also goes to farmers' markets and a conference on world religions. He dives deep into the catacombs of the human brain to find the biological

sources of empathy. And he spends time on both sides of the political aisle, with James Carville, the Ragin' Cajun, and John McCain, a national hero, to show how empathy can give you the acuity to cut through a morass of contradictory information. *Wired to Care* is a compelling tale of the power that people have to see the world through each other's eyes, told with passion for the

possibilities that lie ahead if leaders learn to stop worrying about their own problems and start caring about the world around them. As Patnaik notes, in addition to its considerable economic benefits, increasing empathy for the people you serve can have a personal impact, as well: It just might help you to have a better day at work. Turquoise Eyes Ingram Need to learn

case interviews but don't know where to start? This book is designed to get you up and running. By using scripted examples and interviews with experienced recruiters it gives readers an understanding of what a case actually is, and how they can start to prepare. Case interviews are used extensively by most major recruiters, including McKinsey, Bain, BCG,

Amazon, Google and many more, and this book contains interviews with recruiters from all of the above companies. The author, Stephen Pidgeon, is a former McKinsey consultant and interviewer who now works as a career coach at the Tuck School of Business. He coaches hundreds of candidates every year, many of whom are successful in their goal of landing their

dream job. He is also the author of 'How to get a job in consulting'.

Case Interviews for Beginners

Lippincott Williams & Wilkins
Described in the New York Times as “an astonishingly clear ‘user’s manual’ that explains our health care system and the policies that will change it,” The Health Care Handbook, by Drs. Elisabeth Askin and Nathan Moore, offers a practical,

neutral, and readable overview of the U.S. health care system in a compact, convenient format. The fully revised third edition provides concise coverage on health care delivery, insurance and economics, policy, and reform—all critical components of the system in which health care professionals work. Written in a conversational and accessible tone, this popular, highly

regarded handbook serves as a “one stop shop” for essential facts, systems, concepts, and analysis of the U.S. health care system, providing the tools you need to confidently evaluate current health care policy and controversies. Little, Brown Mastering the Case Interview (9th edition) offers an overview of the most common types of cases, outlines a framework for approaching

each type of case, and provides an extensive array of interview examples that includes 20 sample case discussions and 200 practice questions.

How to Get Into the Top Consulting Firms

Simon and Schuster A Wall Street Journal Bestseller Named a Financial Times top title How to unleash "human magic" and achieve improbable results. Hubert Joly,

former CEO of Best Buy and orchestrator of the retailer's spectacular turnaround, unveils his personal playbook for achieving extraordinary outcomes by putting people and purpose at the heart of business. Back in 2012, "Everyone thought we were going to die," says Joly. Eight years later, Best Buy was transformed as Joly and his team rebuilt the company into one of the nation's favorite

employers, vastly increased customer satisfaction, and dramatically grew Best Buy's stock price. Joly and his team also succeeded in making Best Buy a leader in sustainability and innovation. In *The Heart of Business*, Joly shares the philosophy behind the resurgence of Best Buy: pursue a noble purpose, put people at the center of the business, create an

environment where every employee can blossom, and treat profit as an outcome, not the goal. This approach is easy to understand, but putting it into practice is not so easy. It requires radically rethinking how we view work, how we define companies, how we motivate, and how we lead. In this book Joly shares memorable stories, lessons, and practical advice, all drawn from his own

personal transformation from a hard-charging McKinsey consultant to a leader who believes in human magic. *The Heart of Business* is a timely guide for leaders ready to abandon old paradigms and lead with purpose and humanity. It shows how we can reinvent capitalism so that it contributes to a sustainable future. *The Ultimate Case Interview Workbook* CreateSpace "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.

Succeeding As a Management Consultant

FT Press
Cheng, a former McKinsey management consultant, reveals his proven, insider's method for acing the case interview.

The Health Care Handbook

John Wiley & Sons
Complex problem solving is the

core skill for 21st Century Teams

Complex problem solving is at the very top of the list of essential skills for career progression in the modern world. But how problem solving is taught in our schools, universities, businesses and organizations comes up short. In

Bulletproof Problem Solving: The One Skill That Changes Everything you'll learn the seven-step

systematic approach to creative problem solving developed in top consulting firms that will work in any field or industry, turning you into a highly sought-after bulletproof problem solver who can tackle challenges that others balk at. The problem-solving technique outlined in this book is based on a highly visual, logic-tree method that can be applied to everything

from everyday decisions to strategic issues in business to global social challenges. The authors, with decades of experience at McKinsey and Company, provide 30 detailed, real-world examples, so you can see exactly how the technique works in action. With this bulletproof approach to defining, unpacking, understanding, and ultimately solving problems, you'll have a

personal superpower for developing compelling solutions in your workplace. Discover the time-tested 7-step technique to problem solving that top consulting professionals employ. Learn how a simple visual system can help you break down and understand the component parts of even the most complex problems. Build team brainstorming techniques that fight

cognitive bias, streamline workplanning, and speed solutions. Know when and how to employ modern analytic tools and techniques from machine learning to game theory. Learn how to structure and communicate your findings to convince audiences and compel action. The secrets revealed in *Bulletproof Problem Solving* will transform the way you approach problems and take you to

the next level of business and personal success. *Embrace the Case Interview* Financial Times/Prentice Hall Case Interview Secrets Noise John Wiley & Sons Mastering the Case Interview offers detailed advice on how to ace the case interview. This book outlines the general principles of managing the case interview, delineates the most common types of cases, and outlines a framework for approaching each type of case. The discussion of the basic principles of case analysis is complemented by an extensive array of interview examples that includes 20 sample case discussions and 200 practice questions. *Interview Math Case Interview Secrets* Cheng, a former McKinsey management consultant, reveals his proven, insider's method for acing the case interview. Hacking the Case Interview To land a management consulting job at any of the top firms, including McKinsey, BCG, Bain, Deloitte, L.E.K., Oliver Wyman and Accenture, you must get through several rounds of case interviews. Whether your interview is in a few weeks or even tomorrow, this book is written to get you the maximum amount of knowledge in the least

amount of time. I cut out all of the filler material that some other consulting books have, and tell you everything that you need to know in a clear and direct way. With this shortcut guide, you will: Understand and become proficient at the nine different parts of a case interview, and know exactly what to say and do in each step Learn the only framework strategy that you need to

memorize to craft unique and tailored frameworks for every possible case scenario Gain knowledge of basic business terms and principles so that you can develop an astute business intuition Acquire the skills to solve any market sizing or other quantitative problem Uncover how to differentiate yourself from the thousands of other candidates who are fighting to get the same job

you are Practice your case interview skills with included practice cases and sample answers Also visit HackingTheCaseInterview.com for a one-week online crash course to pass your upcoming interview. The Case Interview Workbook: 60 Case Questions for Management Consulting with Solutions Embrace the Case Interview walks you through each step on the path to your dream consulting job

as described by a former management consultant who conducted over 100 interviews for a top-tier firm. First, we cover how to get the interview including how to be memorable when speaking with firms prior to the interview and how to write a killer resume and cover letter. Second, we cover the behavioral part of the interview. Often overlooked, the behavioral part of the

interview covers your personal experiences and is often just as valuable as the case interview. We discuss the traits interviewers are looking for and how to answer their questions in a structured way. Third, we take an in-depth look at the case interview itself. Unlike books that focus on segmenting cases and applying frameworks, you will learn a single, flexible

structure that you will apply to any case with deadly effectiveness. In addition to structuring the case, you will learn approaches for the cases' other parts including qualitative questions, quantitative problems, exhibit analysis, and synthesis. Embrace the Case Interview places a strong emphasis on the quality of your learning rather than just doing hundreds of cases. As such, each

example case contains an in-depth discussion of the text book answer to help you improve. For more information, please visit embracethecaseinterview.com. Enjoy the book and best of luck in your upcoming interviews!

The McKinsey Personal Experience Interview Toolkit
Harvard Business Press
This is the fully updated second edition of the best-selling book that has helped hundreds of

MBA's, undergrads and experienced hires get jobs in consulting. It gives candidates an in-depth, insider look at the entire process of recruiting, including how to get the most out of on-campus events, how to network, how to prepare for interviews, and how to succeed in interviews.

Case in Point
Createspace Independent Publishing Platform
The Consulting Apprenticeshi

p is written for business professionals and consultants with a focus on nuances passed on during apprenticeship regarding consulting delivery. Business professionals can benefit with a jump-start approach to applying consulting principles to their business. Designed for the busy professional, *The Consulting Apprenticeship* is a book of forty, quick-read ideas. These forty,

short chapters are divided into four sections:

Consulting Mindset - This section covers consulting ways of thinking and can be adopted by both company personnel and consultants.

Consulting Techniques - This section covers specific tactics and toolkit methods when using consultative approaches in the trenches as either a company- or consulting firm-practitioner.

Consulting Mastery - This section covers advanced perspectives on consulting and may be more useful to either company personnel evaluating consultants or mid- to senior-level consultants.

Consulting Special Situations - Whereas the prior sections are applicable to a wide variety of situations, this section covers more infrequent, specific business situations involving consultative approaches in the trenches as either a company- or consulting firm-practitioner. Each chapter of the book concludes with an optional, takeaway exercise. The exercises vary widely in terms of level of involvement. For example, in some cases you can refer to online material. In other cases, you can engage in deeper thinking or apply the concepts over an extended

period of time. However you choose to use this book, consulting mastery is a lifelong pursuit. I hope this book helps you with your journey. Stephen Shu Praise for The Consulting Apprenticeship "When one of the companies I worked for needed help taking its consulting organization to the next level, I hired Steve Shu. His ability to drive our management team - all with different opinions on

what we should or should not do - to a 'so-what' conclusion and pragmatic next steps gave us the jump start we needed. He is one of the best and deeply understands how consulting organizations should work. His book provides great techniques as well as tools you can use immediately." - Prakash Panjwani, CEO at WatchGuard Technologies, former President and CEO of

SafeNet "Steve Shu has put together a comprehensive guide to the all-important nuts and bolts of being a great consultant. The information in Chapter 21, 'Eight Secret Weapons of the Modern Consultant,' is worth the price of the book. If you're serious about being a more effective consultant, read this book." - Michael McLaughlin, Author of Winning the Professional

Services Sale and Principal Consultant at MindShare Consulting LLC; former Partner at Deloitte "Steve Shu has written a hands-on, highly practical guide for new management consultants and internal corporate business strategists alike. So many projects fail because they do not practice the basic consulting project management hygiene Steve describes in chapter 11. If you are new to the trade and want to greatly increase your chance of delivering successful consulting projects, read this book." - Robert Reppa, Vice President Strategy at Johnson Controls and former Partner at Booz & Company "Steve Shu has written a Rosetta Stone for both new and experienced consultants. Filled with forty power-packed ideas and practical chapter takeaways, Consulting Apprenticeship is structured for busy executives to easily digest each concept. A must read for those who seek to go beyond the shallow bromides of the consulting profession, and hone their skills with deeper, more meaningful approaches." - Adrian C. Ott, Award-winning author of The 24-Hour Customer, and CEO, Exponential Edge Inc, called "One of Silicon Valley's most respected

strategists" by Consulting Magazine"

Value

Proposition

Design Tycho Press

Communicate with greater impact. Have you ever been caught at the end of a presentation when your audience, perhaps a leadership team or a Steering Committee, looks at you blankly and asks this most uncomfortable question: 'So what?' How does that help? If you have been in that position once, you

don't want to be there again. You want to know how to answer that question in one single, powerful sentence. Or, even better, set yourself up so nobody asks it. In this book, communication strategists Davina Stanley and Gerard Castles reveal their proven approach. It's all about using storylines to get to the 'So what' fast, and being able to make a case to back it up. You can unlock the power of the

'So what' strategy by taking five steps, which are outlined in this book: 1: Understand why mastering storylining is worth the investment. 2: Learn how to use a storyline to identify and harness the 'So what'. 3: Master the seven classic storyline patterns. 4: Use storylines to shape the communication you share. 5: Introduce storylining in your business. Packed with examples, stories, insights and practical

steps, Davina and Gerard show you how to apply these strategies to stop your audiences asking you, 'So what? How does that help us?'.
Mastering the Case Analysis

WETFEET, INC. Written for business leaders and consultants who are trying to solve significant problems and create measurable value. Readers can view the templates used in consulting studies and

how they are used. All the foundational strategy and business analyses tools are taught along with the soft skills and practical tools to solve any business problem. This is the only book of its kind walking the reader step-by-step through a complete consulting study. This book follows an engagement team as they assist a large company in diagnosing and fixing deep and persistent

organizational issues over an 8-week assignment. Readers will learn how they successfully navigate a challenging client environment, frame the problem and limit the scope, develop hypotheses, build the analyses and provide the final recommendations. We have placed the explanation of management consulting techniques within a lively and engaging storyline,

which allows the reader to truly understand the challenges faced on consulting engagements, connect with the characters, and understand both how and why they debated elements of the study. It is written so that the reader may follow, understand, and replicate a strategic engagement using the same techniques used by the leading firms, such as McKinsey,

Bain, and BCG. To make the story realistic and useful, we have worked with one client engagement throughout the book. Using different examples and different clients to explain concepts would have made it difficult for readers to see the data linkages and development of the final recommendations. The client and engagement are fictitious. The data presented are also fictitious,

but they are based on actual consulting engagements and the experiences of the author and the contributing McKinsey, BCG, et. al. partners at FIRMSCONSULTING.COM & StrategyTraining.com. RESERVE YOUR SPOT FOR FREE EPISODES FROM EX-MCK ET AL. PARTNERS AT FIRMSCONSULTING . COM/PROMOFREE EPISODE FROM THIS BOOKS COMPANION COURSE AT FIRMSCONSUL

TING . COM/SAAMC

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