

The mckinsey mind

The McKinsey Mind is a term that has gained significant traction in the worlds of management consulting, business strategy, and leadership development. It encapsulates the unique approach, mindset, and set of skills that distinguish McKinsey & Company consultants from their peers.

Understanding the McKinsey mind is essential for aspiring consultants, business leaders, and organizations seeking to emulate the firm's success in problem-solving, strategic thinking, and client impact. This comprehensive guide explores the core principles, methodologies, and mental models that define the McKinsey mind, and how individuals and organizations can adopt and benefit from this powerful approach.

What Is the McKinsey Mind?

The McKinsey mind refers to the distinctive way of thinking, analyzing, and acting that McKinsey consultants employ to deliver value to their clients. It is a combination of analytical rigor, structured problem-solving, effective communication, and a relentless focus on results. The concept was popularized through books such as "The McKinsey Way" and "The McKinsey Mind," authored by Ethan M. Rasiel and Paul N. Friga, which distill the firm's practices into actionable insights. The McKinsey mind is characterized by a set of core attributes: - Structured thinking and hypothesis-driven problem-solving - Data-driven

decision making - Client-centric focus - Collaborative teamwork - Continuous learning and self-improvement - Strong communication skills These attributes form a mental framework that enables consultants to tackle complex business challenges efficiently and effectively.

Core Principles of the McKinsey Mind

Understanding the core principles behind the McKinsey mind is crucial to adopting this approach. The following sections detail these foundational elements.

1. Hypothesis-Driven Problem Solving

One of the hallmark features of the McKinsey approach is starting with a hypothesis—an educated guess or initial assumption about the problem. Consultants then test this hypothesis through data analysis and client interviews, refining their understanding as they gather insights. Key points: - Prioritize critical questions upfront - Develop a structured plan to test hypotheses - Avoid getting lost in unnecessary data

2. MECE Framework

The MECE (Mutually Exclusive, Collectively Exhaustive) principle is fundamental in organizing complex problems into clear, non-overlapping categories, ensuring comprehensive coverage without overlap. Benefits: - Simplifies complex issues - Facilitates logical analysis - Enhances clarity in communication

3. Data-Driven Decision Making

The McKinsey mind emphasizes reliance on rigorous data analysis rather than intuition alone. Consultants gather quantitative and qualitative data, analyze trends, and validate assumptions to inform recommendations. Tools used include: - Financial models - Market research - Operational metrics

4. Issue Trees and Work Breakdown Structures

Breaking down a broad problem into smaller, manageable parts helps in identifying root causes and developing targeted solutions. Process involves: - Developing an issue tree - Prioritizing issues based on impact - Assigning tasks efficiently

5. Client-Centric Focus

The ultimate goal is to create actionable solutions that deliver tangible results for clients. This involves understanding client needs deeply and tailoring recommendations accordingly.

The Thinking and Methodologies Behind the McKinsey Mind

The McKinsey mind incorporates a variety of analytical and interpersonal skills, which are taught and reinforced through training, mentorship, and on-the-job experience.

Structured Problem Solving

This approach guides consultants through a logical process: - Clarify the problem - Break it down into smaller parts - Generate hypotheses - Collect and analyze data - Synthesize findings into recommendations

Leverage of Frameworks and Mental Models

McKinsey consultants utilize a wide array of frameworks, including: - Porter's Five Forces - SWOT Analysis - Value Chain Analysis - The 3Cs (Company, Competitors, Customers) These mental models aid in simplifying complex issues and ensuring comprehensive analysis.

Effective Communication

Delivering insights clearly and persuasively is vital. The McKinsey mind emphasizes: - Structuring presentations with a clear storyline - Using data visualization - Anticipating client questions

Agility and Adaptability

Consultants must adapt their approach based on client context, industry dynamics, and available data, embodying agility and flexibility.

Developing the McKinsey Mind: Skills and Practices

Adopting the McKinsey mindset involves cultivating specific skills and habits. Here are essential practices to develop this approach.

1. Critical Thinking and Analytical Skills

Enhance your ability to analyze data, identify patterns, and challenge assumptions. Practice interpreting financial reports, conducting market analyses, and developing models.

2. Structured Communication

Work on your ability to communicate complex ideas simply and convincingly. Practice storytelling techniques, data visualization, and concise writing.

3. Problem-Solving Exercises

Engage in case studies, puzzles, and business simulations to build problem-solving agility.

4. Learning and Feedback

Seek feedback actively, reflect on your decisions, and continuously update your mental models.

5. Collaboration and Teamwork

Develop skills in working effectively in teams, managing conflicts, and leveraging diverse perspectives.

Applying the McKinsey Mind in Business and Leadership

While the McKinsey approach was developed for consulting, its principles are highly applicable across various domains.

In Business Strategy

- Use hypothesis-driven analysis to identify growth opportunities
- Implement MECE frameworks for market segmentation
- Make data-backed decisions to optimize operations

In Leadership Development

- Cultivate structured thinking among teams
- Foster a results-oriented mindset
- Emphasize continuous learning and adaptation

In Entrepreneurship

- Validate ideas through rapid hypothesis testing
- Break down complex problems into manageable parts
- Communicate vision effectively to stakeholders

Benefits of Embracing the McKinsey Mind

Organizations and individuals that adopt the McKinsey mindset can realize numerous benefits: - Improved problem-solving capabilities - Enhanced strategic clarity - Greater efficiency in decision-making - Stronger communication and influence - Cultivation of a results-oriented culture

Challenges in Adopting the McKinsey Mind and How to Overcome Them

Despite its advantages, adopting the McKinsey approach can pose challenges. Common challenges include: - Resistance to structured thinking - Over-reliance on frameworks without context - Difficulty in data collection or analysis - Communication barriers Strategies to overcome these: - Provide training and mentorship - Foster a culture of curiosity and open-mindedness - Use real-world projects for practice - Encourage feedback and reflection

Conclusion: The Power of the McKinsey Mind

The McKinsey mind embodies a disciplined, analytical, and client-focused approach to problem-solving and leadership. By mastering its core principles—hypothesis-driven analysis, MECE

structuring, data reliance, and effective communication—individuals and organizations can unlock superior decision-making capabilities and deliver lasting impact. Whether you are aspiring to join a top consulting firm, lead a business transformation, or foster a culture of continuous improvement, adopting the McKinsey mindset can serve as a powerful catalyst for success.

Keywords for SEO Optimization

1. McKinsey mind
2. Management consulting
3. Structured problem solving
4. Hypothesis-driven analysis
5. MECE framework
6. Data-driven decision making
7. Business strategy
8. Leadership development
9. Consulting skills
10. Problem-solving techniques

The McKinsey Mind: Unlocking the Secrets of Strategic Thinking and Problem Solving In the realm of management consulting and corporate strategy, few names evoke as much respect and fascination as McKinsey & Company. Known for their rigorous approach to problem-solving, data-driven insights, and transformative results, McKinsey has cultivated a distinctive mindset that sets its consultants—and by extension, its clients—apart from the crowd. The so-called "McKinsey Mind" is

more than just a collection of techniques; it's a comprehensive framework for thinking critically, approaching complex problems, and driving strategic change. In this article, we'll explore the core elements of the McKinsey Mind, dissect its principles, examine its tools and methodologies, and analyze how it influences both individual consultants and organizations worldwide.

Understanding the McKinsey Mind

The McKinsey Mind refers to a set of mental models, problem-solving techniques, and strategic principles that underpin the firm's approach to client work. It embodies a disciplined way of thinking that emphasizes structured analysis, hypothesis-driven reasoning, and effective communication. While the term is often associated with McKinsey's internal training and methodologies, it has also become a blueprint for aspiring consultants, business leaders, and strategists seeking to emulate its success. The essence of the McKinsey Mind lies in its focus on analytical rigor, client-centric solutions, and systematic thinking.

Core Principles of the McKinsey Mind

The McKinsey Mind is built on several foundational principles that guide consultants through complex problem-solving processes:

1. Hypothesis-Driven Approach

At the heart of the McKinsey Mind is the belief that effective

problem-solving begins with forming a hypothesis—that is, an educated guess about the root cause of an issue or the potential solution. This approach allows consultants to:

- Focus their analysis on testing specific assumptions.
- Prioritize data collection efforts.
- Avoid exhaustive and unfocused investigation.

For example, if a client faces declining sales, a McKinsey team might hypothesize that the issue stems from poor customer retention rather than ineffective marketing. This hypothesis then guides their analysis, saving time and sharpening insights.

2. Structuring the Problem

McKinsey emphasizes breaking down complex problems into manageable, logical components using frameworks such as MECE (Mutually Exclusive, Collectively Exhaustive). This method ensures:

- No overlaps or gaps in analysis.
- Clear pathways to solutions.
- Easier communication of findings.

A typical problem structure might involve dividing the issue into market factors, operational inefficiencies, and competitive dynamics to systematically evaluate each.

3. Data-Driven Decision Making

The firm champions rigorous data analysis over intuition alone. This entails:

- Collecting relevant quantitative and qualitative data.
- Using statistical tools to identify patterns and trends.
- Validating hypotheses with empirical evidence.

This data-centric approach reduces biases and enhances credibility.

4. Issue Trees and Hypothesis Trees

Visual tools like issue trees help map out the logical flow of analysis, connecting causes and effects in a clear hierarchy. They facilitate: - Comprehensive coverage of all relevant factors. - Identification of key levers. - Clear communication among team members and clients.

5. Prioritization and Focus

Given the complexity of most problems, the McKinsey Mind stresses the importance of prioritizing actions based on impact and feasibility. By focusing on high-leverage issues, consultants can deliver maximum value efficiently.

6. Communication and Storytelling

Finally, the ability to distill complex analyses into compelling narratives is crucial. McKinsey consultants are trained to craft concise, impactful presentations that outline findings, recommendations, and implementation plans.

Tools and Methodologies of the McKinsey Mind

Beyond principles, the McKinsey Mind is characterized by a suite of tools and frameworks that facilitate structured thinking and analysis:

1. MECE Framework

A foundational tool, MECE ensures that categories or issues are: - Mutually exclusive: no overlaps. - Collectively exhaustive: covering all possibilities. This promotes comprehensive yet non-redundant analysis. Example: When analyzing market segments, dividing them into geographic regions, customer demographics, and product categories ensures no overlaps or gaps.

2. Issue Trees and Logic Trees

These are hierarchical diagrams that break down complex problems into smaller, interconnected issues. They help visualize the cause-and-effect relationships and identify critical levers. Usage: Deconstruct a decline in profitability into revenue, cost, and pricing issues, then further analyze each branch.

3. The 80/20 Rule (Pareto Principle)

McKinsey emphasizes focusing on the 20% of issues that will yield 80% of the results. Prioritization ensures efficient problem-solving. Application: Identifying the few core factors driving customer churn rather than trying to analyze all potential causes.

4. Issue and Hypothesis Trees

These tools are used in tandem to guide analysis, framing hypotheses and systematically testing them.

5. The Pyramid Principle

Developed by Barbara Minto, this communication technique advocates starting with the main takeaway and then supporting it with logical, structured evidence. It enhances clarity and impact. Example: A CEO presentation begins with the conclusion ("We should enter Market X") followed by supporting analyses.

6. Decision Trees and Cost-Benefit Analyses

These facilitate decision-making under uncertainty by mapping possible outcomes, risks, and trade-offs.

The Skills Cultivated by the McKinsey Mind

Developing the McKinsey Mind involves cultivating a specific set of skills that enable consultants to think systematically and act decisively:

- Analytical Rigor: Ability to dissect problems with precision using data.
- Hypothesis Formulation: Crafting testable assumptions early in analysis.
- Structuring and Framework Development: Building logical models to organize thoughts.
- Storytelling and Communication: Conveying insights compellingly.
- Time Management and Prioritization: Focusing on high-impact issues.
- Client Engagement: Collaborating effectively with stakeholders.

These skills are not innate; they are cultivated through rigorous training, practice, and

mentorship within McKinsey's environment.

Implementing the McKinsey Mind in Practice

While frameworks and tools are essential, their true power lies in application. Here's how the McKinsey Mind manifests in real-world scenarios:

Case Study: Market Entry Strategy

A client wishes to expand into a new geographical market.

Applying the McKinsey Mind involves:

- Defining the core question.
- Formulating hypotheses about market attractiveness and competitive landscape.
- Structuring the analysis with issue trees.
- Prioritizing data collection on key factors such as customer needs, regulatory environment, and local competitors.
- Analyzing data to validate or disprove hypotheses.
- Developing a clear recommendation supported by data and logic.
- Communicating findings through a structured presentation that tells a compelling story.

Change Management and Implementation

The McKinsey Mind also emphasizes the importance of translating analysis into action. Consultants work with clients to:

- Identify quick wins.
- Develop detailed implementation plans.
- Monitor progress and adjust strategies accordingly.

The Impact of the McKinsey Mind on Organizations

Organizations that embed the McKinsey approach often see benefits such as: - Enhanced problem-solving capabilities. - Improved decision-making processes. - Greater clarity in strategic initiatives. - Increased efficiency in identifying high-impact issues. - Better communication of complex ideas. Furthermore, the principles of the McKinsey Mind have influenced management education, leadership development, and corporate culture globally.

Critiques and Limitations

Despite its widespread adoption, the McKinsey Mind is not without criticism: - Over-reliance on frameworks can lead to mechanical thinking. - Hypothesis-driven approaches may bias analysis if hypotheses are flawed. - The focus on structure can sometimes overshadow creativity and intuition. - Implementation challenges often arise when strategies are overly analytical without considering organizational dynamics. Recognizing these limitations encourages a balanced approach that combines analytical rigor with flexibility and human insight.

Conclusion: Embracing the McKinsey

Mind

The McKinsey Mind embodies a disciplined, structured, and analytical approach to problem-solving that has transformed countless organizations and careers. Its core principles—hypothesis-driven analysis, structured problem breakdown, data-centric decision making, and compelling storytelling—serve as powerful tools for navigating complexity and driving strategic impact. Whether you are a consultant, a business leader, or an aspiring strategist, adopting elements of the McKinsey Mind can elevate your thinking, improve your decision-making, and enhance your communication. While it is not a one-size-fits-all solution, its emphasis on rigor, clarity, and focus remains relevant across industries and challenges. As organizations face an increasingly complex and data-rich environment, cultivating a McKinsey-like mindset may well be the key to unlocking smarter, faster, and more impactful solutions.

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Interactivity also sets digital formats apart. PDF versions of *The Mckinsey Mind* allow readers to highlight important passages,

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The ability to search within a document often becomes invaluable over time. When working with complex topics or extensive content, readers can quickly locate relevant sections without interrupting their flow. This efficiency supports better comprehension and saves time, especially for academic or professional use. Digital access turns *The McKinsey Mind* into a practical reference, not just a one-time read.

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Accessibility is another meaningful benefit. Many PDF readers support adjustable text sizes, text-to-speech functions, and screen reader compatibility. These features help ensure that *The Mckinsey Mind* can be accessed by readers with different needs, supporting more inclusive learning experiences.

Environmental considerations also play a role. Digital books reduce the need for printing, shipping, and physical storage. While technology itself has an environmental footprint, the shift toward digital resources represents a more efficient way to distribute knowledge on a large scale.

Perhaps most importantly, digital access connects learners globally. Downloading *The Mckinsey Mind* allows people from

different cultures, backgrounds, and locations to engage with the same ideas. This shared access encourages dialogue, collaboration, and mutual understanding, strengthening the global learning community.

In conclusion, the digital availability of *The Mckinsey Mind* empowers learners in a way that feels practical, human, and forward-looking. Through convenience, affordability, interactivity, and ethical access, digital books support meaningful learning experiences. When used responsibly through trusted platforms, *The Mckinsey Mind* becomes more than just a downloadable file—it becomes a companion for continuous growth, curiosity, and intellectual development.

Questions & Answers About the mckinsey mind

No	Question	Answer
1	What is the core concept behind 'The McKinsey Mind'?	'The McKinsey Mind' focuses on the problem-solving techniques, structured thinking, and analytical frameworks used by McKinsey consultants to approach complex business challenges effectively.

2	How can I apply the principles of 'The McKinsey Mind' to my own work?	You can apply its principles by adopting a structured problem-solving approach, breaking down complex issues into manageable parts, using data-driven analysis, and developing clear, actionable recommendations.
3	What are some key frameworks introduced in 'The McKinsey Mind'?	Key frameworks include the MECE principle (Mutually Exclusive, Collectively Exhaustive), issue trees, hypothesis-driven problem solving, and the 7-step problem-solving process.
4	Is 'The McKinsey Mind' suitable for non-consultants or those outside the consulting industry?	Yes, 'The McKinsey Mind' offers valuable insights into analytical thinking and structured problem-solving that can benefit professionals across various industries and roles beyond consulting.
5	How does 'The McKinsey Mind' differ from traditional business strategy books?	It emphasizes practical, step-by-step problem-solving techniques and frameworks used by McKinsey consultants, focusing on the process of analysis and decision-making rather than just high-level strategic concepts.

strategic thinking, problem solving, management consulting, business strategy, decision making, analytical skills, leadership development, organizational behavior, client focus, innovative thinking

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Core Discussion

Digital books help readers maintain productivity.

Practical Use

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Conclusion

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Clear goals improve consistency.

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Readers can return to The Mckinsey Mind eBooks months or years after initial use.

The Mckinsey Mind eBooks help bridge the gap between theory and practice through structured explanations.

The Mckinsey Mind eBooks encourage consistent engagement by lowering barriers to entry.

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The Mckinsey Mind eBooks provide a reliable foundation for both academic study and practical application.

Ultimately, The Mckinsey Mind eBooks provide a stable, structured, and enduring approach to knowledge preservation and learning.

The Mckinsey Mind eBooks are suitable for individual learners, teams, and organizations seeking scalable education tools.

The Mckinsey Mind eBooks reduce reliance on fragmented online information.

The Mckinsey Mind eBooks are commonly used to reinforce foundational knowledge.

The Mckinsey Mind eBooks promote thoughtful consumption of information.

Many learners prefer The McKinsey Mind eBooks because they reduce physical storage requirements.

The McKinsey Mind eBooks offer a practical solution for learners seeking depth without overwhelming complexity.

Readers often return to The McKinsey Mind eBooks as reference tools.

The McKinsey Mind eBooks allow readers to highlight, annotate, and save important sections, improving retention and long-term understanding.

Compatibility Tips

Compatibility is a crucial factor when accessing and using The McKinsey Mind in digital form. Ensuring that your device and software support the file format helps prevent reading issues, formatting errors, or loss of functionality. Fortunately, most modern devices are designed to handle common digital document formats with ease.

PDF is the most universally supported format for The McKinsey Mind. Almost all computers, tablets, and smartphones can open PDF files using built-in viewers or free applications. This universal compatibility makes PDF an ideal choice for users who access content across multiple devices or operating systems. PDFs also preserve layout and formatting, ensuring a consistent reading experience regardless of screen size.

ePub formats offer greater flexibility in text layout, allowing font

size, spacing, and margins to adapt to different screens. However, ePub files may require specific readers or applications, especially on desktop computers. Many mobile devices and eReaders support ePub natively, while others may need additional software. Before downloading The McKinsey Mind in ePub format, it is advisable to confirm reader compatibility to avoid conversion issues.

Audiobook formats provide an alternative way to consume The McKinsey Mind, particularly for users who prefer listening over reading. Audiobooks can usually be played on standard media applications available on smartphones, tablets, and computers. Ensuring that the audio format is supported by your device guarantees smooth playback and uninterrupted listening sessions.

Keeping reading applications and operating systems up to date improves compatibility. Updates often include bug fixes, performance improvements, and support for newer file standards. Regular maintenance ensures that The McKinsey Mind files open correctly and that advanced features such as annotations or interactive elements function as intended.

Optimizing compatibility across devices

For users who switch between multiple devices, synchronizing reading apps and cloud accounts enhances compatibility. Progress, bookmarks, and annotations can be shared seamlessly, creating a consistent experience. Choosing widely supported

formats and reliable reading software reduces technical friction and improves long-term usability.

Security Tips

Security is an essential consideration when downloading and managing The McKinsey Mind files. Digital documents obtained from unreliable sources may pose risks such as malware, corrupted files, or unauthorized content. Prioritizing security protects both your devices and personal data.

Avoiding pirated files is one of the most effective security measures. Unauthorized copies often lack quality control and may contain hidden threats. Legal and reputable sources provide verified files that are safe to download and use. Respecting copyright also supports creators and publishers, contributing to a sustainable content ecosystem.

Before downloading The McKinsey Mind, users should verify the credibility of the source. Official publishers, academic libraries, and well-known platforms typically provide secure downloads. Checking website reputation, reading user reviews, and confirming licensing information help reduce risks.

Using antivirus or security software adds an additional layer of protection. Scanning downloaded files ensures that potential threats are detected early. Many modern security tools operate in real time, monitoring downloads and alerting users to suspicious activity. Keeping antivirus software updated enhances

effectiveness against emerging threats.

Safe handling of digital documents

In addition to secure downloading, safe handling practices further reduce risk. Avoid enabling macros or scripts in PDF files unless necessary and trusted. Be cautious with files that request excessive permissions or prompt unexpected actions. These precautions help maintain device integrity and user privacy.

File Management

Effective file management ensures that your collection of The Mckinsey Mind remains organized, accessible, and easy to maintain. As digital libraries grow, poor organization can lead to confusion, duplicate files, and wasted time searching for documents.

Clear and consistent file naming is a fundamental aspect of file management. Including key details such as title, author, edition, or date in file names helps identify documents quickly. Consistency across all The Mckinsey Mind files prevents ambiguity and simplifies retrieval.

Using folders organized by topic, volume, subject, or date further improves clarity. For example, academic users may categorize files by course or discipline, while personal users may organize by interest or purpose. Logical folder structures make navigation intuitive and scalable as collections expand.

Tagging and labeling provide additional organizational flexibility. Many operating systems and cloud platforms support tags that allow files to be grouped across multiple categories. A single The McKinsey Mind document can be tagged as reference, study material, or important, enabling faster searches without duplicating files.

Version control is particularly important when managing multiple editions or updates. Maintaining clear version identifiers prevents accidental use of outdated content. Archiving older versions separately ensures historical reference while keeping current materials easily accessible.

Maintaining an efficient digital library

Regularly reviewing and cleaning your library helps maintain efficiency. Removing obsolete files, merging duplicates, and updating folder structures keep your The McKinsey Mind collection streamlined. Periodic maintenance ensures that file management systems remain effective over time.

Archiving

Archiving The McKinsey Mind files ensures long-term access and protects valuable information from loss. Digital documents can be vulnerable to accidental deletion, hardware failure, or software issues. Implementing reliable archiving strategies safeguards your collection for future use.

Cloud storage is a popular archiving solution due to its

accessibility and automatic backup features. Storing The McKinsey Mind files in reputable cloud services allows access from multiple devices while reducing the risk of data loss. Many platforms offer version history, enabling recovery of previous file states if needed.

External drives provide an additional layer of security for archiving. Storing backup copies on external hard drives or USB devices protects against cloud service disruptions or account issues. Keeping these drives in secure locations further enhances data protection.

A comprehensive archiving strategy often combines cloud and physical backups. Redundant storage ensures that The McKinsey Mind remains accessible even if one storage method fails. Periodic verification of backup integrity confirms that archived files remain readable and complete.

Best practices for long-term archiving

- Use widely supported file formats such as PDF for longevity.
- Label archived files clearly with dates and version information.
- Maintain multiple backup locations.
- Review archives periodically to ensure accessibility.
- Update storage media as technology evolves.

Future-proofing your The McKinsey Mind collection

Technology evolves over time, and file formats or storage methods may change. Choosing standard formats, maintaining

backups, and staying informed about digital preservation practices help future-proof your The Mckinsey Mind collection. These steps ensure that documents remain usable and accessible for years to come.

Final thoughts on compatibility, security, and archiving

Managing The Mckinsey Mind effectively requires attention to compatibility, security, file organization, and archiving. By ensuring device support, downloading from trusted sources, organizing files systematically, and maintaining reliable backups, users can protect their digital libraries and maximize long-term value. These best practices create a safe, efficient, and sustainable environment for accessing and preserving The Mckinsey Mind in the digital age.