



# The Firm: The Story of McKinsey and Its Secret Influence on American Business

By Duff McDonald

Download now

Read Online ➔

## The Firm: The Story of McKinsey and Its Secret Influence on American Business By Duff McDonald

The story of McKinsey & Co., America's most influential and controversial business consulting firm, "an up-to-date, full-blown history, told with wit and clarity" (*The Wall Street Journal*).

If you want to be taken seriously, you hire McKinsey & Company. Founded in 1926, McKinsey can lay claim to the following partial list of accomplishments: its consultants have ushered in waves of structural, financial, and technological change to the nation's best organizations; they remapped the power structure within the White House; they even revolutionized business schools. In *The New York Times* bestseller *The Firm*, star financial journalist Duff McDonald shows just how, in becoming an indispensable part of decision making at the highest levels, McKinsey has done nothing less than set the course of American capitalism.

But he also answers the question that's on the mind of anyone who has ever heard the word McKinsey: Are they worth it? After all, just as McKinsey can be shown to have helped invent most of the tools of modern management, the company was also involved with a number of striking failures. Its consultants were on the scene when General Motors drove itself into the ground, and they were K-Mart's advisers when the retailer tumbled into disarray. They played a critical role in building the bomb known as Enron.

McDonald is one of the few journalists to have not only parsed the record but also penetrated the culture of McKinsey itself. His access puts him in a unique position to demonstrate when it is worth hiring these gurus—and when they're full of smoke.

 [Download The Firm: The Story of McKinsey and Its Secret Inf ...pdf](#)

 [Read Online The Firm: The Story of McKinsey and Its Secret I ...pdf](#)



# The Firm: The Story of McKinsey and Its Secret Influence on American Business

By Duff McDonald

**The Firm: The Story of McKinsey and Its Secret Influence on American Business** By Duff McDonald

The story of McKinsey & Co., America's most influential and controversial business consulting firm, "an up-to-date, full-blown history, told with wit and clarity" (*The Wall Street Journal*).

If you want to be taken seriously, you hire McKinsey & Company. Founded in 1926, McKinsey can lay claim to the following partial list of accomplishments: its consultants have ushered in waves of structural, financial, and technological change to the nation's best organizations; they remapped the power structure within the White House; they even revolutionized business schools. In *The New York Times* bestseller *The Firm*, star financial journalist Duff McDonald shows just how, in becoming an indispensable part of decision making at the highest levels, McKinsey has done nothing less than set the course of American capitalism.

But he also answers the question that's on the mind of anyone who has ever heard the word McKinsey: Are they worth it? After all, just as McKinsey can be shown to have helped invent most of the tools of modern management, the company was also involved with a number of striking failures. Its consultants were on the scene when General Motors drove itself into the ground, and they were K-Mart's advisers when the retailer tumbled into disarray. They played a critical role in building the bomb known as Enron.

McDonald is one of the few journalists to have not only parsed the record but also penetrated the culture of McKinsey itself. His access puts him in a unique position to demonstrate when it is worth hiring these gurus—and when they're full of smoke.

**The Firm: The Story of McKinsey and Its Secret Influence on American Business** By Duff McDonald  
**Bibliography**

- Sales Rank: #30691 in eBooks
- Published on: 2013-09-10
- Released on: 2013-09-10
- Format: Kindle eBook

 [Download The Firm: The Story of McKinsey and Its Secret Inf ...pdf](#)

 [Read Online The Firm: The Story of McKinsey and Its Secret I ...pdf](#)

## Download and Read Free Online *The Firm: The Story of McKinsey and Its Secret Influence on American Business* By Duff McDonald

---

### Editorial Review

From [Booklist](#)

McDonald is a contributing editor at Fortune magazine and the New York Observer; he has also written for Vanity Fair, New York, Esquire, Business Week, GQ, WIRED, and other publications. His first book, *Last Man Standing* (2009), delved into the 2008 financial crisis through a profile of Jamie Dimon, CEO of JP Morgan Chase. In his new one, he examines one of the world's most influential companies that you probably never heard of, the consulting firm of McKinsey & Company. Ranked among the top-rated consulting organizations for decades, McKinsey & Company has been a top-brass advisor to most of the Fortune 500 corporations at one time or another, though its client list has always been a well-guarded secret. This is a company that has prided itself as having the highest standards in the industry yet has contributed behind the scenes to severe cost cutting and downsizing, acted as enablers to the Enron and General Motors bankruptcies, and seen a former CEO hauled off to jail for insider trading. McDonald's reporting reveals how and why this Teflon firm has continued to thrive through the years. --David Siegfried

### Review

"[T]hought-provoking . . . a fascinating look behind the company's success. . . . [*The Firm*] chronicles McKinsey's rise but also raises an important question about it that is applicable to the entire netherworld of consultants, advisers and other corporate hangers-on: 'Are they worth it or not?'" (Andrew Ross Sorkin, *The New York Times DealBook*)

"There have been other books about this American icon, but *The Firm* is an up-to-date, full-blown history, told with wit and clarity." (*The Wall Street Journal*)

"[T]hrough an expert accretion of damning detail, McDonald builds a convincing case that, for better and (mostly) worse, McKinsey became the quintessential American business of the 20th century." (*Bloomberg Businessweek*)

"A fascinating account of the rise of McKinsey. If you want to know what it is about the culture of the firm that sets it apart and has made it so successful, read this book." (Liaquat Ahamed, Pulitzer Prize-winning author of *Lords of Finance* )

"In this highly readable history, Duff McDonald brings us deep inside one of the smartest and most important firms doing business today – a place where no other journalist has taken us before. With his straightforward storytelling and thoughtful analysis, McDonald demystifies the secrets behind McKinsey's successes and offers concrete lessons on changing companies and practices for the better." (Jamie Dimon )

"In his superb examination of one of the most powerful, secretive, and least understood organizations on the planet, Duff McDonald finally solves the mystery, in elegant prose, of how McKinsey can be well known without anyone knowing anything about it. Thanks to McDonald, now we do." (William D. Cohan, bestselling author of *The Last Tycoons*, *House of Cards*, and *Money and Power* )

"Duff McDonald's new book about the people who built McKinsey, the consulting firm that has quietly influenced American business for decades, explains the firm's tremendous accomplishments—and its equally stunning failures. As McDonald shows, the firm's greatest success may well be itself. This is critical reading for anyone who wants to understand how the world of business really works." (Bethany McLean, coauthor of

the New York Times bestseller *All the Devils Are Here* )

"McDonald has written the definitive history of McKinsey, and through McKinsey of the entire multibillion-dollar industry that is management consulting. It's a heartbreaking tale of wasted talent." (Felix Salmon, finance blogger, Reuters )

"Timely.... A fast-paced account of a key business institution, its deeds and misdeeds." (Kirkus Reviews )

"Revealing... McDonald combines a lucid chronicle of McKinsey's growth and boardroom melodramas." (Publishers Weekly )

"[An] admiring book that nevertheless asks hard questions about the organization's future." (The Economist)

"McDonald's reporting reveals how and why this Teflon firm has continued to thrive through the years." (Booklist)

#### About the Author

A contributing editor at *The New York Observer*, Duff McDonald has also written for *Vanity Fair*, *The New Yorker*, *New York* magazine, *Fortune*, and *Esquire*, among other publications.

### Users Review

#### From reader reviews:

##### Terry White:

Book is usually written, printed, or outlined for everything. You can learn everything you want by a reserve. Book has a different type. We all know that that book is important matter to bring us around the world. Alongside that you can your reading expertise was fluently. A e-book *The Firm: The Story of McKinsey and Its Secret Influence on American Business* will make you to always be smarter. You can feel much more confidence if you can know about every little thing. But some of you think that open or reading any book make you bored. It is far from make you fun. Why they are often thought like that? Have you seeking best book or appropriate book with you?

##### Ann Fortune:

Book is to be different per grade. Book for children till adult are different content. As you may know that book is very important for people. The book *The Firm: The Story of McKinsey and Its Secret Influence on American Business* seemed to be making you to know about other know-how and of course you can take more information. It doesn't matter what advantages for you. The book *The Firm: The Story of McKinsey and Its Secret Influence on American Business* is not only giving you a lot more new information but also to be your friend when you feel bored. You can spend your current spend time to read your e-book. Try to make relationship with the book *The Firm: The Story of McKinsey and Its Secret Influence on American Business*. You never truly feel lose out for everything in case you read some books.

**Robert Hightower:**

The reason why? Because this *The Firm: The Story of McKinsey and Its Secret Influence on American Business* is an unordinary book that the inside of the e-book waiting for you to snap it but latter it will surprise you with the secret this inside. Reading this book beside it was fantastic author who also write the book in such incredible way makes the content on the inside easier to understand, entertaining approach but still convey the meaning fully. So , it is good for you because of not hesitating having this any more or you going to regret it. This phenomenal book will give you a lot of positive aspects than the other book possess such as help improving your proficiency and your critical thinking way. So , still want to hold off having that book? If I ended up you I will go to the guide store hurriedly.

**Donna Hubbard:**

Is it you who having spare time in that case spend it whole day by simply watching television programs or just lying down on the bed? Do you need something totally new? This *The Firm: The Story of McKinsey and Its Secret Influence on American Business* can be the solution, oh how comes? A fresh book you know. You are and so out of date, spending your spare time by reading in this brand new era is common not a nerd activity. So what these guides have than the others?

**Download and Read Online *The Firm: The Story of McKinsey and Its Secret Influence on American Business* By Duff McDonald  
#C3LKS79VEBP**

## **Read The Firm: The Story of McKinsey and Its Secret Influence on American Business By Duff McDonald for online ebook**

The Firm: The Story of McKinsey and Its Secret Influence on American Business By Duff McDonald Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read The Firm: The Story of McKinsey and Its Secret Influence on American Business By Duff McDonald books to read online.

### **Online The Firm: The Story of McKinsey and Its Secret Influence on American Business By Duff McDonald ebook PDF download**

**The Firm: The Story of McKinsey and Its Secret Influence on American Business By Duff McDonald Doc**

**The Firm: The Story of McKinsey and Its Secret Influence on American Business By Duff McDonald Mobipocket**

**The Firm: The Story of McKinsey and Its Secret Influence on American Business By Duff McDonald EPub**