

## Cracked It How To Solve Big Problems And Sell Solutions Like Top Strategy Consultants

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### Cracked It How To Solve

Cracked It! provides methods and insights from the consulting industry on strategy, decision-making and problem-solving. The focus of the book is on complex business problem-solving, utilizing what the authors call the "4S" method (State - Structure - Solve - Sell), which is decomposed and explained step by step and applied to an abundance of real-world and fictitious examples.

### Cracked it!: How to solve big problems and sell solutions ...

Cracked it! How to solve big problems and sell solutions like top strategy consultants. by. Bernard Garrette, Corey Phelps (Goodreads Author), Olivier Sibony. 4.34 · Rating details · 126 ratings · 12 reviews. Solving complex problems and selling their solutions is critical for personal and organizational success.

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### Amazon.com: Cracked it!: How to solve big problems and ...

Cracked it! How to solve big problems and sell solutions like top strategy consultants. Authors: Garrette, Bernard, Phelps, Corey, Sibony, Olivier Free Preview. Shares the most practical and insightful problem solving tools, which have been developed within highly-regarded strategy consultancies such as McKinsey, BCG and Bain ...

### Cracked it! - How to solve big problems and sell solutions ...

Structure the Problem. It's easy to fall prey to the solution confirmation trap where we zero in on a solution without testing it and ignoring conflicting evidence. Cracked It! shows you how to structure a problem effectively using hypothesis pyramids, issue trees and solution imperatives.

### Cracked It! - The pitfalls of problem solving

1. framework - State the problem, Structure, Solve and Sell the solution. 2. TOSCA - State the Trouble, O - who is the owner, S - how would the success look like, C - constraints, A - actors, who are involved or who are people affected by problem and solution.

### Cracked it!: How to solve big problems and sell solutions ...

He teaches strategy at McGill University, and he co-wrote the book "Cracked It: How to Solve Big Problems and Sell Solutions Like Top Strategy Consultants." This episode was produced by Mary Dooe.

### The Right Way to Solve Complex Business Problems

Corey's book - Cracked It! How to solve big problems and sell solutions like top strategy consultants - was published by Palgrave Macmillan in 2018.

### Cracked It! How to Solve Big Problems and Sell Solutions ...

Cracked It! How to Solve Big Problems and Sell Solutions Like Top Strategy Consultants - Duration: 1:54. Cracked It! 2,992 views. 1:54.

### Corey Phelps "Cracked It!" Book Launch

How to solve big problems and sell solutions like top strategy consultants, Cracked it!, Bernard Garrette, Olivier Sibony, Corey Phelps, Palgrave Macmillan. Des milliers de livres avec la livraison chez vous en 1 jour ou en magasin avec -5% de réduction .

### Cracked it! How to solve big problems and sell solutions ...

Solving complex problems and selling their solutions is critical for personal and organizational success. For most of us, however, it doesn't come naturally and we haven't been taught how to do it well. Research shows a host of pitfalls trips us up when we try: We're quick to believe we understand a situation and jump to a flawed solution.

### Cracked it! | SpringerLink

Buy Cracked it!: How to solve big problems and sell solutions like top strategy consultants 1st ed. 2018 by Garrette, Bernard, Phelps, Corey, Sibony, Olivier (ISBN: 9783319893747) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

### Cracked it!: How to solve big problems and sell solutions ...

Cracked it!: How to solve big problems and sell solutions like top strategy consultants. Solving complex problems and selling their solutions is critical for personal and organizational success....

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## Read Online Cracked It How To Solve Big Problems And Sell Solutions Like Top Strategy Consultants

Starting pitfalls to problem solving to the 4S framework (State Structure, Solve, & Sell) and then applying different methodologies to work your way through the 4S Framework, Cracked It! Offers what I believe is the most exhaustive and comprehensive guide to helping you work through the problem solving issues that surround each of us on a ...

### **Amazon.com: Customer reviews: Cracked It!: How to Solve ...**

Cracked It! : How to Solve Big Problems and Sell Solutions Like Top Strategy Consultants. by Bernard Garrette and Corey Phelps and Olivier Sibony. Overview -. Solving complex problems and selling their solutions is critical for personal and organizational success.

### **Cracked It! : How to Solve Big Problems and Sell Solutions ...**

5.0 out of 5 stars A good book for developing a systematic approach to problem-solving. Reviewed in the United States on March 4, 2020. Verified Purchase. Cracked It! provides methods and insights from the consulting industry on strategy, decision-making and problem-solving. The focus of the book is on complex business problem-solving, utilizing what the authors call the "4S" method (State - Structure - Solve - Sell), which is decomposed and explained step by step and applied to an ...

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