CONFIDENTIAL
Frequently Used Template

## 2X2 CUBED

Unit of measure


* Footnote


## 2X2 TOWER

Unit of measure


* Footnote


## 5PS MARKETING

Unit of measure


* Footnote

7S
Unit of measure


* Footnote


## ARROW 3D

Unit of measure


* Footnote


## CUBES1 3D

Unit of measure


* Footnote


## CUBES2 3D

Unit of measure


* Footnote


## CUBES3 3D

## Unit of measure



* Footnote


## CUTOUT 3D

Unit of measure


* Footnote


## FORCES AT WORK

Unit of measure


* Footnote


## JOINT

Unit of measure


* Footnote


## LEVEL SEPARATE 4

Unit of measure


* Footnote


## LINEAR A 3D

Unit of measure


* Footnote


## LINEAR B 3D

Unit of measure

Footnote

## LINEAR C 3D

Unit of measure


* Footnote


## LINEAR D 3D

## Unit of measure



* Footnote
Source: Source


## LINEAR E 3D

Unit of measure


* Footnote


## LINEAR G 3D

## Unit of measure



* Footnote


## LINEAR I 3D

Unit of measure


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## LINEAR J 3D

 Unit of measure

* Footnote


## LINEAR N 3D

## Unit of measure



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## LINEAR P 3D

Unit of measure


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## LINEAR Q 3D

Unit of measure


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## LINEAR Q 3D

Unit of measure


* Footnote


## LINKS 3

Unit of measure


* Footnote

```
PERSPECTIVE 3D
Unit \({ }^{\circ} \mathrm{f}\) measur̂e .
```



## PROPELLER 3D

## Unit of measure



* Footnote


## RINGS 3D

Unit of measure


* Footnote


## SCALE

Unit of measure


* Footnote


## SCALES

Unit of measure


* Footnote


## SIZES IN

Unit of measure

> Text

Text

Text

Text

Text

Text

Footnote

SPIRAL1 3D
Unit of measure



## SPIRAL2 3D

 Unit of measure

## Brake S

## SPOTLIGHT

Unit of measure


* Footnote


## STAIRCASE

Unit of measure

Text

## Text

Text

## Text

* Footnote



## WIRE CUBES

Unit of measure


* Footnote


## ARROWS

Unit of measure


* Footnote


## LEVEL 1

Unit of measure


* Footnote


## LEVEL 2

Unit of measure


* Footnote


## LEVEL 3

Unit of measure


* Footnote


## LEVEL 4

Unit of measure


* Footnote


## LEVEL 5

Unit of measure


* Footnote


## LEVEL 6

Unit of measure


* Footnote


## FLOW 2

Unit of measure


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## FLOW 2 TITLE

Unit of measure

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## FLOW 3

Unit of measure


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## FLOW 3 TITLE

Unit of measure


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## FLOW 4

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## FLOW 4 TITLE

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## FLOW 5

Unit of measure

| Header | Header | Header | Header | Header |
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## FLOW 5 TITLE

Unit of measure

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## FLOW 6

Unit of measure

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## FLOW 6 TITLE

Unit of measure


* Footnote


## BLADES

Unit of measure


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## BOX

Unit of measure


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## BOX

## Unit of measure



* Footnote


## CYCLE 1

## Unit of measure



* Footnote


## CYCLE 2

Unit of measure


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## CYCLE 3

Unit of measure


* Footnote


## CYCLE 4

Unit of measure


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## CYCLE 5

## Unit of measure



* Footnote


## CYCLE 6

Unit of measure


* Footnote


## CYCLE 7

## Unit of measure



* Footnote


## CYCLE 8

## Unit of measure



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## INCOMING

## Unit of measure



* Footnote


## RIBBON

## Unit of measure



* Footnote


## RING

## Unit of measure



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## UPON 2

Unit of measure


* Footnote


## CONTINUOUS

## Unit of measure



* Footnote


## CUTOUT

Unit of measure


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## LINEAR A

Unit of measure


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## LINEAR B

Unit of measure


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## LINEAR C

Unit of measure


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Unit of measure


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## LINEAR Q

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## PROPELLER

## Unit of measure



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STEP 5
Unit of measure


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## AGAINST

Unit of measure


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## AT WORK

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Unit of measure


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## COUPLED VERT

Unit of measure


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## FOCUSED

Unit of measure


* Footnote


## FORCES AT WORK

Unit of measure


* Footnote


## PARALLEL

Unit of measure


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## SPLIT

Unit of measure


* Footnote


## SURROUND

Unit of measure


* Footnote


## TWISTED

Unit of measure


* Footnote


## UP \& AWAY

Unit of measure


* Footnote


## UP \& DOWN

Unit of measure


* Footnote
The processes and
procedures through
which things get done
from day to day
A coherent set
of actions aimed
at gaining a
sustainable
advantage
over compenization, considered
in terms of corporate
demographics, not individual
personalities


## 3CS TRIANGLE

Unit of measure


* Footnote


## 3S-4S

Unit of measure

Capabilities possessed by the organization as a whole as distinct from the individuals. Some companies perform extraordinary feats with ordinary people

A coherent set of actions aimed at gaining a sustainable advantage over competition

Those ideas of what is right and desirable (in corporate and/or individual behavior) which are typical of the organization and common to most of its members

The organization chart and accompanying baggage that show who reports to whom and how tasks are both divided up and integrated


* Footnote

A coherent set of actions aimed at gaining a sustainable advantage over competition

The people in the organization, considered in terms of corporate demographics, not individual personalities

[^0]Capabilities possessed by the organization as a whole as distinct from the individuals. Some companies perform extraordinary feats with ordinary people

The way managers collectively behave with respect to use of time, attention and symbolic actions


Those ideas of what is right and desirable (in corporate and/or individual behavior) which are typical of the organization and common to most of its members

The organization chart and accompanying baggage that show who reports to whom and how tasks are both divided up and integrated

The processes and and procedures through which things get done from day-to-day

## BUSS PORTFOLIO

Unit of measure


Product/market attractiveness

* Footnote


## CHANGE BOARD

## Unit of measure

|  | Commitment |  | Capability |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Convictio |  | Individual activity | $\begin{aligned} & \text { Enabling } \\ & \text { devices } \\ & \hline \end{aligned}$ |
| Chief Executive |  |  |  |  |
| Leadership groups |  |  |  |  |
| Down the tine |  |  |  |  |
| External constitution |  |  |  |  |

* Footnote


## DELTA P

Unit of measure


## MACS

Unit of measure


* Footnote


## MANUFACTURING STRATEGY

Unit of measure


* Footnote


## PENTAGON

Unit of measure


## PRICE BENEFIT

## Unit of measure



* Footnote


## SMILE CHART

## Unit of measure



## STRAT GAMEBOARD

Unit of measure


* Footnote


## STRAT MANAGE

Unit of measure


Value system

## TREE PRODUCTIVITY

## Unit of measure



## VALUE CREATION

Unit of measure


* Footnote


## VALUE SOURCES

Unit of measure


## GANTT10

Unit of measure

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* Footnote


## GANTT15

Unit of measure


* Footnote


## VENN 2

Unit of measure


* Footnote


## VENN 3

Unit of measure


* Footnote


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# Frequently Used Template 

Data Driven

## Template

June 2002

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## AREA

Unit of measure


* Footnote


## BAR

Unit of measure


* Footnote


## BAR 2

Unit of measure


Title
Unit of measure


* Footnote


## BAR BUTTED

Unit of measure


* Footnote


## BAR STACKED

Unit of measure


* Footnote


## BAR STACKED 100\%

## Unit of measure



* Footnote


## BUBBLE

## Unit of measure



* Footnote


## COLUMN

Unit of measure


* Footnote


## COLUMN 2

## Unit of measure

Title<br>Unit of measure



Title
Unit of measure


Label 1 Label 2 Label 3 Label 4 Label 5

* Footnote


## COLUMN BUTTED

Unit of measure


* Footnote


## COLUMN STACKED

## Unit of measure



* Footnote


## COLUMN STACKED 100\%

## Unit of measure



* Footnote


## COMBO PIE SEGMENT COLUMN

## Unit of measure



* Footnote


## COST CURVE

Unit of measure

## Title

Unit of measure


## Title

Unit of measure

## DUAL COLUMN LINE

## Unit of measure

Title
Title
Unit of measure


* Footnote


## DUAL LINE

Unit of measure


* Footnote

LINE
Unit of measure


* Footnote


## PIE

Unit of measure


* Footnote


## PIE 2

Unit of measure

## Title

Unit of measure


Label 2

Title
Unit of measure


* Footnote


## RANGE HIGH LOW

Unit of measure


* Footnote


## SCATTER X \& Y

Unit of measure


* Footnote


## WATERFALL BAR

Unit of measure


* Footnote


## WATERFALL COLUMN

Unit of measure


* Footnote


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# Frequently Used Template 

Named Objects

Template

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## ARROWS

Unit of measure


* Footnote


## DISCLAIMERS CLIENT

## Unit of measure

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## DISCLAIMERS INTERNAL

## Unit of measure

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## DISCLAIMERS PRESENTATION

## Unit of measure

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* Footnote organization without prior written approval from McKinsey \& Company.

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## LEGENDS

## MCKINSEY LOGO

Unit of measure

# McKinsey \& Company 

* Footnote

Source: Source

## MISC

Unit of measure


Footnote

## MOONS



* Footnote



## STICKER OTHER

Unit of measure

| $\overline{\text { DISCUSSION }}$ |
| :--- |
| DRAFT |
| DISGUISE |
| D |
| DRAFT FOR DISCUSSION |

SAMPL E
CONCEPTUA L
PROPOSE D


* Footnote


## WORLD MAP

Unit of measure


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## CONFIDENTIAL

# Frequently Used Template 

## Text

## Template

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## PPT TABLE 2

Unit of measure

| Heading | Heading |
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| Text | Text |

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## PPT TABLE 3

Unit of measure

| Heading | Heading | Heading |
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| Text | Text | Text |

* Footnote


## PPT TABLE 4

Unit of measure

| Heading | Heading | Heading | Heading |
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| Text | Text | Text | Text |

* Footnote


## PPT TABLE 5

Unit of measure

| Heading | Heading | Heading | Heading | Heading |
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| Text | Text | Text | Text | Text |

* Footnote


## PPT TABLE 6

Unit of measure

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## CONFIDENTIAL

# Frequently Used Template 

SEO VA

## Template

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## Unit of measure



* Footnote

Unit of measure

## Title

- Text
-Text
* Footnote


## Unit of measure

## Title

## Title

- Text
-Text

* Footnote


## EXHIBIT TITLE

Title


Text
$\square$

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## EXHIBIT TITLE

Title


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Source: Source

## EXHIBIT TITLE

Title


Title
-
$\bullet$
$\bullet$

Footnote

## EXHIBIT TITLE



* Footnote

2 COLUMN

Title
-Text

Title

- Text
* Footnote


## 3 COLUMN

| Title | Title | Title |
| :--- | :--- | :--- |
| $n$ | $\bullet$ Text | $\bullet$ Text |

* Footnote


## 4 COLUMN

| Title | Title | Title | Title |
| :---: | :---: | :---: | :---: |
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* Footnote


## 5 COLUMN

| Title | Title | Title | Title |
| :--- | :--- | :--- | :--- |
| Text | $\bullet$ Text | $\bullet$ Text | $\bullet$ Text |

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## 6 COLUMN

| Title | Title | Title | Title | Title | Title |
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* Footnote


## 7 COLUMN

| Title | Title |  |  | Title |  |  |
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|  | Title | Title | Title | Title | Title | Title |
| - Text | - Text | - Text | - Text | - Text | - Text | - Text |

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## 8 COLUMN

| Text | Text | Text | Text | Text | Text | Text | Text |
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* Footnote


## 3-STEP



- Text

Text
-Text

## 4-STEP



Text

- Text


## 5-STEP



## 3 HORIZONTAL

Unit of measure


* Footnote


## 4 HORIZONTAL

Unit of measure


* Footnote


## 5 HORIZONTAL

Unit of measure


## 4-STEP

Unit of measure


- Text
* Footnote


## FLOW 2

Unit of measure


* Footnote


## FLOW 2 TITLE

Unit of measure


* Footnote


## FLOW 3

Unit of measure


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## FLOW 3 TITLE

## Unit of measure



* Footnote


## FLOW 4

Unit of measure


* Footnote


## FLOW 4 TITLE

Unit of measure


* Footnote


## FLOW 5

Unit of measure

| Header |  | $\rangle$ Header | $\rangle$ Header | $\rangle$ Header | $\rangle$ Header |
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| •Text | $\bullet$ Text | $\bullet$ Text | $\bullet$ Text | $\bullet$ Text |  |

## FLOW 5 TITLE

Unit of measure

| Header | $\rangle$ Header | $\rangle$ Header | $\rangle$ Header | $\rangle$ Header |
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| $\bullet$ Text | $\bullet$ Text | $\bullet$ Text | $\bullet$ Text | $\bullet$ Text |

* Footnote


## HORIZONTAL FLOW 3

Unit of measure

Title
Text $\underbrace{\text { Text }}_{\text {Text }}$ •Text

* Footnote


## HORIZONTAL FLOW 4

Unit of measure
Title

| Text | •Text |
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| Text |  |
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* Footnote


## HORIZONTAL FLOW 5

Unit of measure


* Footnote


## HORIZONTAL FLOW 6

Unit of measure

|  | Title | Title |
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| Text | - Text | - Text |
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## HORIZONTAL FLOW 7

Unit of measure

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## FLOW WITH SHOCK 1

Unit of measure


* Footnote


## FLOW WITH SHOCK 2

Unit of measure


Text
-Text
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-Text
-Text

* Footnote


## FLOW WITH 3 COLUMN



* Footnote


## FLOW WITH 2 COLUMN



* Footnote


## SQUARE FLOW

Unit of measure


* Footnote


## FRAMEWORK

Unit of measure


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## Unit of measure



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## Unit of measure



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Source: Source

Unit of measure


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Unit of measure


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Source: Source

Unit of measure


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## Unit of measure



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## Unit of measure

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## SCP



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## Unit of measure



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## Unit of measure



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## TEAM STRUCTURE



* Footnote

Unit of measure


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## Unit of measure



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## CYCLE 2

Unit of measure
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## CYCLE 2

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## CYCLE 3

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## CYCLE 3

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## CYCLE 4

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Source: Source

## CYCLE 4

## Unit of measure

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## CYCLE 5

Unit of measure
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## CYCLE 5

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## CYCLE 6

Unit of measure


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## CYCLE 6

Unit of measure

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## FORCES AT WORK

Unit of measure


* Footnote


## 2 BY 2 MATRIX

Unit of measure


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## 2 BY 3 MATRIX

Unit of measure


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## 3 BY 3 MATRIX

Unit of measure


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## 4 BY 3 MATRIX

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## 4 BY 3 MATRIX

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## STUDY OBJECTIVE

Unit of measure


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## LEVEL 03

Unit of measure


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## LEVEL 04

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## LEVEL 09

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## GANTT - 4 WEEK

Unit of measure

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Unit of measure

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## Unit of measure



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Unit of measure

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## Unit of measure



Unit of measure

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Unit of measure

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Unit of measure


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## EXHIBIT TITLE

## Unit of measure




* Footnote


## EXHIBIT TITLE

## Unit of measure

| Title Measure |  |
| :---: | :---: |
| Label 1 <br> Label 2 <br> Label 3 <br> Label 4 <br> Label 5 <br> Label 6 |  60 |


| Title <br> Measure |  |
| :---: | :---: |
| Label 1 | 60 |
| Label 2 | 50 |
| Label 3 |  |
| Label 4 | $\square 30$ |
| Label 5 |  |
| Label 6 | $\square 10$ |


| Title <br> Measure |  |
| :---: | :---: |
| Label 1 | 60 |
| Label 2 | 50 |
| Label 3 | 40 |
| Label 4 | 30 |
| Label 5 | $\checkmark 20$ |
| Label 6 | $\square 10$ |


|  |
| :--- |
| Title |
| Measure |
| Label 1 |
| Label 2 |
| Label 3 |
| Label 4 |
| Label 5 |
| Label 6 |

Footnote

## EXHIBIT TITLE

## Unit of measure

| Title <br> Measure |  |
| :---: | :---: |
| Label $\quad \square$ |  |
|  |  |
| Label | 70 |
| Label | 60 |
| Label | $\$ 0$ |
| Label | 40 |
| Label | 30 |
| Label | $\square 20$ |
| Label | $\dagger 10$ |
|  | Text |


| Label | 80 |
| :---: | :---: |
| Label | 70 |
| Label | 60 |
| Label | \$0 |
| Label | 40 |
| Label | 30 |
| Label | $\square 20$ |
| Label | $\square 10$ |



## Title

Measure

| Label | $\square 80$ |
| :---: | :---: |
| Label | 70 |
| Label | 60 |
| Label | \$0 |
| Label | - 40 |
| Label | $\square 30$ |
| Label | $\square 20$ |
| Label | $\square 10$ |
|  | Text |

* Footnote

Source: Source

## EXHIBIT TITLE

## Unit of measure

Text


Text


* Footnote


## EXHIBIT TITLE

## Unit of measure



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## EXHIBIT TITLE

## Unit of measure

$\qquad$


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* Footnote


## EXHIBIT TITLE

## Unit of measure



* Footnote


## EXHIBIT TITLE

## Unit of measure



Title
Measure


* Footnote

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## EXHIBIT TITLE

## Unit of measure



Title
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## EXHIBIT TITLE

## Unit of measure



## Title

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* Footnote

Source: Source

## Unit of measure



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## Unit of measure



Source:
Source

## ROIC TREE ANALYSIS

## Percent



## EXHIBIT TITLE

## Unit of measure

Text

| 100\%= | 000 | 000 | 000 | 000 | 000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Series | 20 | 15 | 10 | 10 | 10 |
|  |  |  | 10 |  | 10 |
| Series | 20 | 15 |  |  |  |
|  |  |  |  |  |  |
| Series | 30 |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  | 50 | 60 |
| Series | 30 | 35 | 40 |  |  |
|  | Label | Label | Label | Label | Label |
|  |  |  |  |  |  |

Text


* Footnote


## EXHIBIT TITLE

## Unit of measure



Text


Text


* Footnote


## EXHIBIT TITLE

## Unit of measure

| Title <br> Measure |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 100\%= | 000 | 000 | 000 | 000 | 000 | 000 | 000 | 000 |
| Series | 20 | 15 | 10 | 10 | 10 | 10 | 10 | 10 |
|  |  |  | 10 | 20 | 10 | 10 | 10 | 10 |
| Series | 20 | 15 |  |  | 20 | 20 | 20 | 20 |
| Series | 30 | 35 |  |  |  |  |  |  |
| Series | 30 | 35 | 40 | 50 |  |  |  |  |
|  | Text | Text | Text | Text | Text | Text | Text | Text |

## Titte <br> Measure

| 100\% $=$ | 000 | 000 | 000 | 000 | 000 | 000 | 000 | 000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Series | 20 | 15 | 10 <br> 10 | 10 | 10 | 10 | 10 | 10 |
|  |  |  |  | 20 | 10 | 10 | 10 | 10 |
| Series | 20 |  | 40 |  | 20 | 20 | 20 | 20 |
| Series | 30 | 35 |  |  |  |  |  |  |
| Series |  | 35 | 40 | 50 |  |  |  |  |
|  | Text | Text | Text | Text | Text | Text | Text | Text |

## Titte <br> Measure



Footnote
Source:
Source

## Unit of measure

## Title

Measure


Label 1

## Title

Measure


Label 1

* Footnote


## Unit of measure

## Title

Measure

Title
Measure
$100 \%=x x x x$

Label 4


Label 1
$100 \%=x x x x$

Label 4


Label 1

Title
Measure

$$
100 \%=x x x x
$$

Label 4


Label 1

* Footnote


## Unit of measure

| Title Measure |  |
| :---: | :---: |
| Label 3 <br> Label 2 | $100 \%=x x x x$ <br> Label 4 <br> Label 1 |


| Title Measure |  |
| :---: | :---: |
| Label 3 <br> Label 2 | $100 \%=x x x x$ <br> Label 4 <br> Label 1 |


| Title Measure |  |
| :---: | :---: |
| Label 3 <br> Label 2 | $100 \%=x x x x$ <br> Label 4 <br> Label 1 |


| Title <br> Measure |  |
| :---: | :---: |
| Label 3 <br> Label 2 | $100 \%=x x x x$ <br> Label 4 <br> Label 1 |

* Footnote


## Unit of measure

Title
Measure


* Footnote

Source: Source

## Unit of measure



Title
Measure

Title
Measure


Title
Measure


* Footnote


## Unit of measure



## Title

Measure

| $\begin{aligned} & 350 \\ & 300 \\ & 250 \end{aligned}$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{230} 245$ | 267 |  | 278 |  |  |  |
|  |  |  |  |  |  |  |  |
| 200 |  |  |  |  |  |  |  |
| $150-195$ |  |  |  |  |  |  |  |
| $100-130165$ |  |  |  |  |  |  |  |
| $50-89$ |  |  |  |  |  |  |  |
| 0 | 迷 |  |  |  |  | - |  |
|  | 990 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |




* Footnote

Source: Source

## Unit of measure





* Footnote


## Unit of measure



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## Unit of measure



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Source:
Source



High
(1) Medium

Low


## MAPS



## APPENDIX

## END OF DOC


[^0]:    * Footnote

