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Minto Pyramid Principle, a powerful communication tool ...

The Pyramid Principle is a way of writing that will enable you to present your thinking so clearly that the ideas will

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move off the page and into the reader's mind with a minimum of effort and a maximum of effect. Author: Barbara Minto runs her own consultancy teaching the Pyramid Principle to top executives.

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This is from 4 years ago and covers the Minto's pyramid principle – one of the most important concepts in executive communication and logical structuring of arguments. This is really big at all the big 4 and big 3. It is the scaffolding of management consulting thinking. My

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revised thoughts (2016) shown in red color.

Consulting tip: Minto's Pyramid Principle | Consultant's Mind

□ What the Minto Pyramid Principle is and how it works. □ How to make sure your main point is crystal clear in any situation.

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□ How the Minto Pyramid Principle was invented. □ How to structure your communication in a way that's easy to understand. □ How to tell a story that makes your audience care. □ Three rules of structuring your communication.

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The "Pyramid Principle" is a McKinsey problem-structuring tool. Barbara Minto first popularised it in her book and it has since come into common usage by consultants around the world. It is used for communicating in a fast, direct and efficient manner. Believe it or not, Barbara Minto also invented MECE!

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