

McKinsey – Red Rock Study Guide

This is a game with a 35-minute time limit, during which you will complete the Red Rock Study, consisting of both Part 1 and Part 2. ([Click here to sign up and play the game for FREE!](#))

In this guide, we will walk you through:

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Overview

The McKinsey Red Rock Study divides the tasks into 2 parts:

- **Part 1: Study**
- **Part 2: Cases**

In Part 1, you'll get one study with a main goal and some data to support it. This part has three steps:

- Phase 1: Investigation
- Phase 2: Analysis
- Phase 3: Report

In Part 2, you'll receive 10 short cases that are related to the same topic but not directly connected to the Part 1 Study. Each case will come with two different types of questions:

1. Multiple choice questions
2. Numerical answer questions

You need to finish both tasks (Part 1 & Part 2) within a total time limit of 35 minutes. Although there are no specific time constraints for each part, it's advisable to allocate more time to the first part and less to the second part.

Now, let's delve into the specifics of Part 1 and Part 2 of the tasks.

Part 1: Study

Phase 1 – Investigation

Investigation

- Objectives
- Exhibit 1
- Exhibit 2
- Exhibit 3
- Study Info

Analysis

Report

Directions:
This report outlines the earnings from four different meat products.
Drag only the relevant data into your research journal that matches the study's objectives.

Objectives
Review the data below and determine if Whole Cut Meat and Plant-Based Meat can meet 2023's revenue target.

Exhibit 1: Kostas Meat Market's revenue breakdown by meat types in 2022 (unit: %)

Meat Type	Revenue Breakdown (%)
Whole Cut Meat	42
Ground Meat	27
Sliced Meat	18
Others	13

Exhibit 2: Target Revenue for Kostas Meat Market by meat types in 2023 (USD)

Research Journal

Your goal is to read through the case description, recognize the main objective and essential data points, and then gather them in an on-screen Research Journal.

The data and information provided are divided into three sections, with each section containing the necessary information required to complete the study:

1. Objective
2. Exhibits
3. Study Information

How to tackle this phase:

1. Understanding the study
2. Collecting important data points

1. Understanding the study

Your objective here is to identify case's objectives.

Every piece of information displayed on the screen is crucial to resolve the case. However, some are more critical than others. Significant data points are highlighted and displayed in boxes on the screen, allowing you to click and drag these boxes to focus on them while working within the case.

The data provided comes in two formats:

1. Text-based data, which is divided into two types:

- Movable data points: These text-based data points consist of case objectives and calculation instructions. They clarify the case's goal, specify the mathematical formulas to be applied, and outline which numbers need to be gathered. Typically, these are detailed sentences or paragraphs that describe the relationships (such as higher, lower, etc.) between the elements within the case.
 - Non-Movable data points: These text-based data points encompass background information and test instructions. They are not selectable or movable and are intended solely to provide an overview of the case. They do not need to be collected as their purpose is to offer context.
2. Number-based data: These typically consist of movable data points and comprise the majority of the data in the case. They can be found in two locations: within charts, diagrams (such as bar charts, pie charts, tables, etc.), or within the text. It's necessary to gather these numbers into the journal for calculations in the next phase.

2. Collecting important data points

You can drag any movable data point into the Research Journal to collect. In the Research Journal, each collected piece of information will appear as a card, with its own name and description. The data in the Research Journal can then be used in the Calculator or as answers in phase 2.

You have the option to change the labels for all the data yourself. We suggest doing this if the default label doesn't describe the contents well enough. Using the right labels will make your analysis faster because it helps you easily find the important data later on.

After you've collected the data, you can also include your own notes with each piece of information. This can assist you in explaining the information required during the Analysis phase.

Here's a summary of our recommended approach:

1. Determine the objectives of the case.
2. Identify the mathematical formulas needed to address these objectives.
3. Collect in your Research Journal only the essential data points necessary for the calculations during the Analysis phase.

Phase 2 – Analysis

Study **Cases**

Investigation

Analysis

Report

Directions:

Answer the question, using your Research Journal and the given Calculator.
Round off the final answers to three decimal places, and when calculating differences, use absolute values.

Question

What is estimated revenue of Whole Cut Meat and Plant-Based Meat in 2023, after new product launch?

Whole Cut Meat: USD

Plant-Based Meat: USD

Research Journal

Click to Edit Text

19,800,000

Click to Edit Text

11,750,000

Click to Edit Text

The projected revenue for Plant...

Your objective here is to use the data points gathered during the Investigation phase to answer three quantitative questions. These answers will be utilized to complete the report in Phase 3.

The three quantitative questions typically consist of 2 to 3 sub-questions, each with an answer that requires calculation using built-in calculator. To address these questions, you need to input the numerical data points you've collected into an on-screen calculator and then transfer the results to the corresponding gaps.

The calculator features a straightforward interface, resembling a digital calculator found on a phone, and includes basic operators such as multiplication (x), addition (+), subtraction (-), and division (÷).

The calculations required for the questions can be categorized into two types:

1. **Basic Operations:** This category includes addition, subtraction, multiplication, and division. While these operations are fundamental, you may need to use them in combination to perform more complex calculations.
2. **Percentages/Ratios/Fractions:** These calculations are used to address questions related to relationships, such as percentage differences, growth rates, and similar concepts.

We advise you to carry out all calculations using the provided calculator since all your actions are documented in a history log. It's safe to assume that the process you follow in arriving at the answers will also impact the final results.

It's crucial to keep in mind that the answers you obtain from these questions are almost always required in the Report phase. Therefore, it's essential to consistently record your answers in the journal.

How to tackle this phase:

1. Carefully read the questions to understand what is being asked.
2. Drag the relevant data points from your Research Journal into the calculator's input screen to perform the necessary calculations to answer the questions.
3. Drag the results and drop them into the empty spaces provided under the questions.
4. Ensure that you collect the answers in your Research Journal for use in the Report Phase.

Phase 3 – Report

Study Cases 32 m left

Investigation

Analysis

Report

Written Report

Visual Report

Directions:

Use the data/info from the journal to determine if the estimated revenues are higher or lower than the target goals.

Given Kostas Meat Market's reposition its brand to align with consumer's concern, they have launched a new product, Plant-Based Meat. The target revenue goal in 2023 for Plant-Based Meat is USD and Whole Cut Meat is USD. Given the new product launch, the estimated sales in 2023 for Plant-Based Meat is USD and Whole Cut Meat is USD.

It can be concluded that:

Whole Cut Meat's estimated revenue in 2023 is Select an Option than its targeted goal by %

Plant-Based Meat's estimated revenue in 2023 is Select an Option than its targeted goal by %

Research Journal

Click to Edit Text 19,800,000

Click to Edit Text 11,750,000

Click to Edit Text The projected revenue for Plant...

Continue

Your objective here is to finalize the textual and graphical report. You will choose one of three types of graphs to include in the report, and these graphs will be based on the results calculated in Phase 2.

The Report phase is the final segment of Part 1 Study and comprises two sections: the **Written Report** and the **Visual Report**.

- **Written Report:** This summary report involves completing the text-format report by filling in the blanks with numbers obtained in the preceding phases, as well as using expressions like "higher," "lower," "equal to," and so on. The blanks in this phase are likely to resemble the answer inputs in the Analysis phase.
- **Visual Report:** This aspect involves data visualization, where you select the appropriate chart type and input the numbers to create a meaningful chart for the report.

Part 2: Cases



Your objective is to answer 10 cases, each featuring a question with instructions, textual information, and data exhibits.

In each of the 10 cases, there is an onscreen tool available to aid you. It's essential to solve the cases in a sequential manner, which means you cannot skip ahead and must address one case before proceeding to the next.

All 10 cases will revolve around the same theme or topic as Part 1 of the study, but they are not interconnected. These cases primarily demand a basic level of quantitative or reasoning skills and do not necessitate advanced mathematical abilities.

However, it can be challenging to solve all 10 questions within a short time limit, so it's important to use your time wisely.

The question types in Part 2 can be grouped into four primary categories:

- **Word problems:** These involve mathematical exercises where candidates must read the text and interpret data to find solutions.
- **Formulae:** These questions are similar to word problems, but candidates only need to identify the formula used for calculation.
- **Verbal Reasoning:** These are single-select multiple-choice questions that ask candidates to determine which statement is true or false.
- **Visualization:** These questions require candidates to choose the appropriate chart type to represent the provided data.

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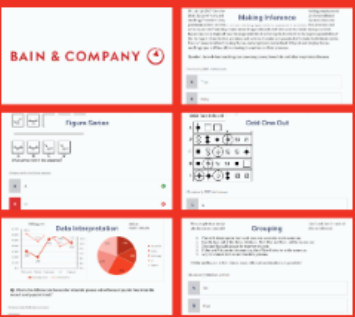


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