

Dr. Peter Kraljic

Peter Kraljic, who is a member of the McKinsey Advisory Council, was until July 2002 a senior Director at the McKinsey office Düsseldorf, Germany. He joined McKinsey in 1970 in Germany and was elected to Principal in 1977 and to Director in 1982. He was for a number of years a member of McKinsey's Shareholders, Firm Development and Personnel Development Committees and has managed from 1993 to 1998 the McKinsey activities in France. Prior to joining the Firm, he worked for six years in metallurgical research with companies in Yugoslavia, Germany and Luxembourg.

Peter Kraljic's activities concentrated mostly on industrial clients in sectors such as chemical/pharmaceutical, automotive/assembly/machinery and steel/aluminium as well as some related service sectors such as engineering and logistics.

For these clients, Peter has worked on a number of assignments dealing with strategy, organization and operations for companies in Germany, Austria, France, Italy and Eastern Europe. Furthermore, he has conducted a number of turnaround as well as acquisition and post-merger management projects with both national and cross-border scope, particularly in the process and automotive/assembly industry, in Germany, France, Great Britain and Austria.

Regarding internal McKinsey research, his expert knowledge in operations brought him to head our Firmwide Operations Practice as well as our Sourcing Practice for several years. Later, he was responsible for the coordination of McKinsey's Practice activities in Europe, while more recently he was co-leading the McKinsey Global Institute project regarding economic performance and job creation in France and Germany.

Peter Kraljic has published a number of scientific and business articles, for example in the Archiv für das Eisenhüttenwesen, Columbia Journal of Business, Harvard Business Review, Manager Magazine and Le Figaro Economie. He has given speeches to many client organizations, institutions (such as Aspen) and forums (such as Crans Montana) on a wide range of topics such as supply management and operational effectiveness, organization and post-merger management, human resources and more recently also on change management and restructuring of Eastern European industries and companies.

Lately, Peter has been leading special projects aiming at economic growth and job creation in Germany and Brazil. He also led a project looking at the attractiveness of Central and Eastern European countries for foreign direct investments, based upon a set of macro- and micro-economic criteria.

A graduate from the University of Ljubljana, Slovenia, with a degree in metallurgy, Peter also holds a Ph.D. in material sciences from the Technical University of Hannover, and an MBA from INSEAD.

Dr. Kraljic, who was born in Slovenia, was also a member of the Economic Council of the Government of Slovenia, initiator of an MBA program and President of IEDC-Bled School of Management Supervisory Board, as well as member of the McKinsey Global Institute Advisory Council. More recently, he was a member of the German Federal Commission for restructuring of the German Employment Agency. In January 2004, the Economic Chamber of Slovenia appointed him as Chairman of the Committee for "International Competitiveness and Cooperation".