## Most common essay problems

- 1. Supporting facts in defining nanotechnology were shaky.
- No mention of McKinsey whatsoever.
- 3. No concrete suggestions for what McKinsey could actually do as a consulting firm (not a tech company).
- 4. Poor writing or poor writing style.
- 5. Not enough facts marshaled as to why McKinsey should get involved (Funding levels? Projected market?)
- 6. References?
  - a. Not citing
  - b. Citing badly
  - c. Not giving a good reason for mentioning someone's name (Roco, Swiss Re)