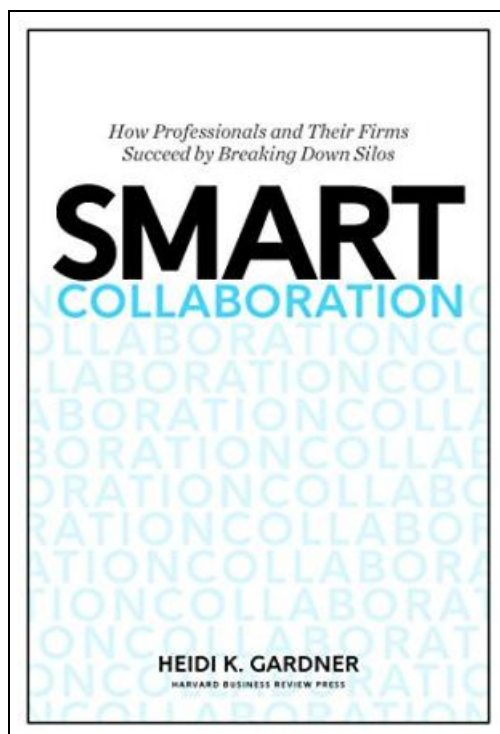


Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos



Filesize: 4.57 MB

Reviews

The most effective book i ever read. I really could comprehend almost everything out of this published e ebook. You wont truly feel monotony at at any time of your respective time (that's what catalogs are for regarding should you ask me).
(Rusty Kerluke)

SMART COLLABORATION: HOW PROFESSIONALS AND THEIR FIRMS SUCCEED BY BREAKING DOWN SILOS

[DOWNLOAD PDF](#)

Harvard Business Review Press. Hardcover. Condition: New. 256 pages. Many professional service firms today face a serious dilemma. Clients are demanding more sophisticated service for complex problems that can only be delivered by interdisciplinary teams of experts. No one consultant or lawyer or even one functional group can guide a client through today's challenges, which often span technological, regulatory, economic, and environmental issues on an increasingly global scale. The problem is, most firms have narrowly defined practice areas and partners with specialized expertise. These siloed experts are often stars who have built their reputations and client rosters independently, not by working with peers. What's more, most firms have grown so large and so fast that their members can't even know let alone trust their colleagues around the world. In *Smart Collaboration*, Heidi Gardner shows that a much more profitable albeit difficult path is to push the firm toward cross-partner collaboration. Gardner, a former McKinsey consultant and Harvard Business School professor, now a fellow at Harvard Law School, has spent over a decade conducting an in-depth study of more than a dozen global professional service firms. In a research tour de force, she brings together time sheet records, financial information, and personnel records literally millions of data points to uncover the effect of interdisciplinary teamwork in the professional services field. The result: conclusive proof that collaboration pays, both for employees and for their firms. But Gardner doesn't stop with analysis. Moving group by group through the ranks of a typical firm, she offers powerful prescriptions for how leaders can foster collaboration, move to higher-end and higher-margin work, increase client satisfaction, attract and retain top-caliber talent, and improve their bottom line. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Hardcover.



[Read Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos Online](#)
[Download PDF Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos](#)

Relevant eBooks



Scala in Depth

Manning Publications. Paperback. Book Condition: New. Paperback. 304 pages. Dimensions: 9.2in. x 7.3in. x 0.8in. Summary
Scala in Depth is a unique new book designed to help you integrate Scala effectively into your development process. By...

[Read PDF »](#)



Art appreciation (travel services and hotel management professional services and management expertise secondary vocational education teaching materials supporting national planning book)(Chinese Edition)
paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Pages Number: 146 Publisher: Higher Education Pub. Date :2009-07-01 version 2. This book is...

[Read PDF »](#)



Bully, the Bullied, and the Not-So Innocent Bystander: From Preschool to High School and Beyond: Breaking the Cycle of Violence and Creating More Deeply Caring Communities

HarperCollins Publishers Inc, United States, 2016. Paperback. Book Condition: New. Reprint. 203 x 135 mm. Language: English .
Brand New Book. An international bestseller, Barbara Coloroso's groundbreaking and trusted guide on bullying-including cyberbullying-arms parents...

[Read PDF »](#)



Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large

Madelyn D R Books. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in. This book is about my cousin, Billy a guy who taught me a lot over the years and who...

[Read PDF »](#)



Two Treatises: The Pearle of the Gospell, and the Pilgrims Profession to Which Is Added a Glasse for Gentlewomen to Dresse Themselves By. by Thomas Taylor Preacher of Gods Word to the Towne of Reding. (1624-1625)

Proquest, Eebo Editions, United States, 2010. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****.EARLY HISTORY OF RELIGION. Imagine holding history in your hands. Now...

[Read PDF »](#)



The Healthy Lunchbox How to Plan Prepare and Pack Stress Free Meals Kids Will Love by American Diabetes Association Staff Marie McLendon and Cristy Shauck 2005 Paperback

Book Condition: Brand New. Book Condition: Brand New.

[Download Book »](#)



Klara the Cow Who Knows How to Bow (Fun Rhyming Picture Book/Bedtime Story with Farm Animals about Friendships, Being Special and Loved. Ages 2-8) (Friendship Series Book 1)

Createspace, United States, 2015. Paperback. Book Condition: New. Apoorva Dingar (illustrator). Large Print. 214 x 149 mm.

Language: English . Brand New Book ***** Print on Demand *****.Klara is a little different from the other

[Download Book »](#)



Unplug Your Kids: A Parent's Guide to Raising Happy, Active and Well-Adjusted Children in the Digital Age

Adams Media Corporation. Paperback. Book Condition: new. BRAND NEW, Unplug Your Kids: A Parent's Guide to Raising Happy, Active and Well-Adjusted Children in the Digital Age, David Dutwin, TV. Web Surfing. IMing. Text Messaging. Video

[Download Book »](#)



Read Write Inc. Phonics: Blue Set 6 Non-Fiction 2 How to Make a Peach Treat

Oxford University Press, United Kingdom, 2016. Paperback. Book Condition: New. 205 x 74 mm. Language: N/A. Brand New Book. These decodable non-fiction books provide structured practice for children learning to read. Each set of books

[Download Book »](#)



Patent Ease: How to Write You Own Patent Application

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Patent Ease! The new How to write your own Patent book for beginners!

[Download Book »](#)