

Smart Collaboration How Professionals And Their Firms Succeed By Breaking Down Silos

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Bing: Smart Collaboration How Professionals And

In Smart Collaboration, Heidi K. Gardner shows that firms earn higher margins, inspire greater client loyalty, attract and retain the best talent, and gain a competitive edge when specialists collaborate across functional boundaries. Gardner, a former McKinsey consultant and Harvard Business School professor now lecturing at Harvard Law School, has spent over a decade conducting in-depth studies of numerous global professional service firms.

Smart Collaboration: How Professionals and Their Firms ...

“In Smart Collaboration, Gardner uses relevant case studies, sharp analysis, and straightforward writing to make this important point: well-structured collaboration among a firm’s professionals is the path to a more interesting, satisfying, and profitable future for those talented people.”

Smart Collaboration: How Professionals and their Firms ...

Heidi K. Gardner's book helps us transform our outlook and our organization from a hammer into a toolbox. Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos by Heidi K. Gardner, Harvard Business Review Press, 272 pages, \$32.00, Hardcover, ISBN 9781633691100

Smart Collaboration: How Professionals and Their Firms ...

Smart Collaboration by Heidi K. Gardner A very good book on breaking down silos in business. The book spends quite a bit of time on how smart collaboration can improve the bottom line of both the consulting and client firms. There is also a sufficient number of examples to show how smart collaboration can solve problems in the workplace.

Smart Collaboration: How Professionals and Their Firms ...

At long last, Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos was officially released worldwide by Harvard Business Press on January 3 rd. By offering your own insights, anecdotes and critiques, many of you on this Board of Contributors played a special role in the book's development.

Amazon.com: Smart Collaboration: How Professionals and ...

Smart collaboration as a differentiator Clients want collaboration even if they aren't directly asking for it per se. Most clients are solely focused on the outcome, and it's up to the skilled lawyer to determine if and when collaboration will achieve the desired results.

Smart Collaboration How Professionals And

Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos is dedicated to service firms that exist in the knowledge economy encountering the complex problems of a VUCA (Volatile, Uncertain, Complex, and Anonymous) world. The book gives leaders of these firms two options, collaborate smart or hope for a miracle.

The case for smart collaboration - Answers On

In "Smart Collaboration," Heidi K. Gardner shows that firms earn higher margins, inspire greater client loyalty, attract and retain the best talent, and gain a competitive edge when specialists...

Harness the Power of Smart Collaboration for In-house Lawyers

Smart Collaboration: How Professionals and their Firms Succeed by Breaking Down Silos. In this 60-minute web-based discussion, attendees will learn both how and why firms earn higher margins, inspire greater client loyalty, attract and retain the better talent, and gain a competitive edge when collaborating across business units and other boundaries.

Why Smart Collaboration Crushes Competitive Advantage ...

Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos - Ebook written by Heidi K. Gardner. Read this book using Google Play Books app on your PC, android, iOS...

Smart Collaboration: How Professionals and Their Firms ...

J. Michael McGuire, CEO, Grant Thornton LLP-- "In Smart Collaboration, Gardner uses relevant case studies, sharp analysis, and straightforward writing to make this important point: well-structured collaboration among a firm's professionals is the path to a more interesting, satisfying, and profitable future for those talented people."

Smart Collaboration: How Professionals and Their Firms ...

My book Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos(Harvard Business Review Press, 2017) elaborates these findings. I continue to research and work with firms in the law, accounting, engineering, financial services and other knowledge-intensive arenas, along with dozens of in-house legal departments.

Smart Collaboration: How Professionals and Their Firms ...

Smart Collaboration provides something new to professional service firms - evidence that collaboration is the path to higher margin, intellectually challenging, service engagements. This is exactly the information professional services, law firms in particular, need in order to address current market challenges.

Gardner, H: Smart Collaboration: Amazon.es: Gardner, Heidi ...

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Smart Collaboration: Breaking Down Silos

Featuring Heidi K. Gardner, distinguished fellow and lecturer at Harvard Law School, previously a professor at Harvard Business School, and author of Smart Collaboration.

January | 2017 | Professional Collaboration: Hot Topics ...

On Jan. 30, the Harvard Law School Library hosted a book talk and discussion on "Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos," by Harvard Law School ...

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