

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

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Smart Collaboration: How Professionals and Their Firms ...

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.

Smart Collaboration: How Professionals and Their Firms ...

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. Abraham Maslow famously said: "I suppose it is tempting, if the only tool you have is a hammer, to treat everything as if it were a nail."

Why Smart Collaboration Crushes Competitive Advantage ...

collaboration networks and business outcomes of two nearly identical professionals from the same firm. The individual with the more robust collaboration network generated four times the revenue for the organization as his peer with the weaker network. 4. Collaboration drives to client loyalty. Researchers asked a major accounting firm's

Smart Collaboration - Ark Group

The Harvard Law School Library staff invite you to attend a book talk and discussion in celebration of Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos (Harvard Business Review Press, Jan 3. 2017) by Heidi K. Gardner, Lecturer on Law and Distinguished Fellow in the Center on the Legal Profession at Harvard Law ...

Smart Collaboration: How Professionals and Their Firms ...

In Smart Collaboration, Dr. Gardner shows that firms earn higher margins, inspire greater client loyalty, attract and retain the best talent, produce more innovative work, and gain a competitive...

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

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.

Smart Collaboration How Professionals And

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.

Book review: Smart Collaboration by Heidi Gardner ...

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Smart Collaboration: Breaking Down Silos

Book review: Smart Collaboration by Heidi Gardner. There is also a psychological benefit. Being part of a team increases attachment to the company, Gardner argues. Her own work, she says, has proved professionals' motivation, sense of belonging and retention improve as their collaboration increases.

The Basics of Teamwork and Collaboration | Smartsheet

With case studies and real-world insights, Smart Collaboration delivers an authoritative case for the value of collaboration to today's professionals, their firms, and their clients and shows you exactly how to achieve it.

Smart Collaboration | Book Reviews, Summary | Heidi Gardner ...

Smart Collaboration: Breaking Down Silos. In this Harvard Business Review webinar, Gardner shares findings from her research, discusses the obstacles that make collaboration so difficult, and provides insights into the benefits of collaboration. She also offers powerful prescriptions for how leaders can foster collaboration, leverage technology,...

Book Talk: Heidi Gardner's Smart Collaboration: How ...

She's on the faculty of Harvard Law School, previously was a Professor at Harvard Business School. And her new book is Smart Collaboration. Heidi, thank you so much for talking with us today.

Smart Collaboration: How Professionals and Their Firms ...

In Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos, Heidi K. Gardner mostra come negli ultimi anni le aziende di consulenza tendano a proporre esperti "verticali" per risolvere i problemi dei clienti, ma questa tendenza è poco conveniente per le aziende stesse.

Smart Collaboration: How Professionals and Their Firms ...

Collaborative leaders can span the scope of your business by engaging people outside of their direct control and getting them to work as a team with a common goal. When businesses talk about collaborative leadership, they mean distributed organizational structures that are either cross-unit, cross-functional, or cross-organization. These groups ...

Smart Collaboration: How Professionals and Their Firms ...

With case studies and real-world insights, Smart Collaboration delivers an authoritative case for the value of collaboration to today's professionals, their firms, and their clients and shows you...

Collaborating Better Across Silos - Harvard Business Review

Smart Collaboration Summary Although the book works around legal professionals, there is a lot that can be used by other professional services firms. From technology consultants who work in online security, by those in work in web design, or by professional services companies that provide Marketing services.

Smart Collaboration : How Professionals and Their Firms ...

The tension between the two trends is what produces the need for smart collaboration. In this sense, smart collaboration is a means to an end, rather than an end in itself: in-house lawyers must integrate their individual, specialized expertise in order to deliver high-quality, customized outcomes on complex issues.

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