

Managing The Professional Service Firm

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Managing The Professional Service Firm

David H. Maister, one of the world's leading authorities on the management of professional service firms, is the author of several successful books, including *Managing the Professional Service Firm*, *True Professionalism*, and *Practice What You Preach*, and coauthor of *The Trusted Advisor*.

Amazon.com: *Managing The Professional Service Firm* ...

Although based on research articles published mainly back in the 1980s-1990s, it is a priceless collection of well-structured thoughts on how to manage people, clients and organisation of a company providing professional services (such as law practice, accounting, management consulting, custom software development, training etc).

Managing The Professional Service Firm by David H. Maister

The archetypal structure of the professional service firm is an organization containing three professional levels. In a consulting organization, these levels might be labeled junior consultant, manager, and vice president. In a CPA firm they might be referred to as staff, manager, and partner.

Managing The Professional Service Firm by David H. Maister ...

Managing the Professional Service Firm/ Page 4 detail, bankers with the elegance of their jargon, consultants with the sophistication of their solution, accountants with the rigour of their analysis. Sadly, for some professionals, this is about treating human beings as human beings and being empathic to their individual whims.

Managing the Professional Service Firm

Managing the Professional Service Firm Two aspects of professional work create the special management challenges of the professional service firm. First, professional services involve a high degree of customization in their work. Little, even management information, can be reliably made routine.

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Managing strategies for professional service firms is an important and complex activity. The main issues in this book cover the core management principles for service firms in a comprehensive way.

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Professional service firms differ from other business enterprises in two distinct ways. Firstly, they provide highly customized services, thus cannot apply many of the management principles developed for product based industries. Secondly, professional services are highly personalized, involving the skills of individuals.

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Survey of 139 professional service firm offices worldwide, examining relationship between employee attitudes and financial performance 5500 responses (55%) 29 companies ... Management gets the best work out of everybody in the office. 3. Management of our office is successful in fostering commitment and loyalty.

DAVID MAISTER

David H. Maister, one of the world's leading authorities on the management of professional service firms, is the author of several successful books, including Managing the Professional Service Firm, True Professionalism, and Practice What You Preach, and coauthor of The Trusted Advisor.

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Managing The Professional Service Firm - David H. Maister ...

Professional service firms, he shows, must practice "balance sheet" management by learning to develop their two key assets: client relationships and their stock of skill, talent, knowledge, and ability. "David Maister's name is synonymous with the latest thinking in professional service firm management. This book suggests why."

Managing the professional service firm in SearchWorks catalog

If you manage or work in a professional service firm, this book can put your operation into perspective by explaining what drives the firm's profitability. Author David Maister uses his personal experiences to enliven some of the dryer parts of the text with a few case studies, first-hand observations and advice.

Managing the Professional Service Firm Free Summary by ...

Tom Peters author/co-author of In Search of Excellence, Thriving on Chaos, and Liberation Management The professional service firm is the best model for tomorrow's organization in any industry. When it comes to understanding these firms, David Maister has no peers., Frederic W. Gluck former managing director, McKinsey & Company Important ...

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David H. Maister is widely acknowledged as the world's leading authority on the management of professional service firms. Beginning four decades ago, David has advised firms in a broad spectrum

of...

Managing The Professional Service Firm by David H. Maister ...

Lack of management skills and experience may be an especial problem in professional services, but it is not limited to that sector. Management is a craft, not a science. It has to be learned through practice.

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