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information professional services, law firms
in particular, need in order to address
current market challenges.

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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

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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.

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Smart Collaborations 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

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that exist in the knowledge economy

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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.

Why Smart Collaboration Crushes
Competitive Advantage ...

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Complex problems require professionals to provide cross-disciplinary solutions—that is, smart collaboration. By taking steps to shift the culture and structure, leaders can unlock clear, long-term benefits: higher margins, stronger client loyalty, increased competitive edge.

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Smart Collaborations – Gardner and Co

The case for smart collaboration. Law firms face a serious conundrum. Their clients increasingly need them to help solve complex problems, ranging from cybersecurity to global trade issues, that only teams of multidisciplinary experts can tackle. Yet, most law firms have carved up

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their highly specialized, professional experts into narrowly defined practice areas, and collaborating across these silos is often messy, risky and costly.

The case for smart collaboration - Answers
On

Gardner explores the theme of smart

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collaboration in the context of professional service firms. In her research she has looked at the role collaboration can play in innovation as well as raising a...

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Oct 14, 2020 Posted By Jackie Collins

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Down Silos by Heidi K. Gardner,
Harvard Business Review Press, 272
pages, \$32.00, Hardcover, ISBN

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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."

Smart Collaboration: How Professionals and Their Firms ...

In Smart Collaboration, Gardner uses

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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. Matthew Layton, Global Managing Partner, Clifford Chance LLP

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J. Michael McGuire, CEO, Grant
Thornton LLP-- "In Smart Collaboration ,
Gardner uses relevant case studies, sharp
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Smart Collaboration : How Professionals and Their Firms ...

On Jan. 30, the Harvard Law School

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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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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 3rd. By offering your own insights, anecdotes and critiques, many of you on this Board of Contributors played a special role in the book 's

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Collaboration: Hot Topics ...

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