

MANAGING THE PROFESSIONAL SERVICES FIRM



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Managing the Professional Services Firm

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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Managing the Professional Service Firm Summary David H

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.

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Managing The Professional Service Firm David H 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 Wikipedia

Managing the Professional Service Firm is a book by David H. Maister, a Harvard Business School professor and professional service firm consultant. The book is a compilation of 32 articles written over the preceding ten years and covers topics from strategy to profitability, marketing to motivating employees.

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