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# DEVELOPING KNOWLEDGE-BASED CLIENT RELATIONSHIPS

**Leadership** in Professional Services

S E C O N D E D I T I O N

**ROSS DAWSON**

# Developing Knowledge Based Client Relationships Leadership In Professional Services

**Mike Jess**



## **Developing Knowledge Based Client Relationships Leadership In Professional Services:**

**Developing Knowledge-Based Client Relationships** Ross Dawson, 2012-05-31 *Developing Knowledge Based Client Relationships* Second Edition shows organizations how to lead their key clients into lasting profitable high value relationships Building on the powerful tested principles of knowledge based client relationships Ross Dawson provides clear and extremely practical approaches for all professional and knowledge based firms on how to create unique value for both clients and themselves Detailed case studies across a wide variety of professional services industries offer valuable insights into world leading practice in the field He examines key client programs and how to create deeper knowledge based relationships through these He discusses in detail the collaborative technologies available today and how they can be used in client relationships along with managing portfolios of communications channels He also discusses firm wide relationship management leading relationship teams and value based pricing for knowledge based client relationships This is done by presenting underlying theoretical framework a variety of tools for structuring relationships and presenting knowledge to clients and numerous case studies and examples of firms which have implemented these concepts successfully

Developing Knowledge-based Client Relationships Ross Dawson, 2000 The publication of this book heralds a new field of management thought and practice The advocates of the knowledge economy have to date focused almost exclusively on how managers can increase the internal productivity of their knowledge assets and intellectual capital The important next step is understanding that a large and rapidly increasing proportion of the value of business transactions is in knowledge itself Once this is recognized managers must devote their attention to how to maximize the value of that knowledge to customers and tie that directly to developing enduring and profitable relationships *Developing Knowledge Based Client Relationships* guides the reader to understanding the increasing importance of information and knowledge in business transactions and client relationships It then goes on to present in an extremely practical fashion what knowledge organizations can do to enhance the value of the knowledge they deliver to clients and use that to develop profitable relationships This is done by presenting underlying theoretical framework a variety of tools for structuring relationships and presenting knowledge to clients and numerous case studies and examples of firms which have implemented these concepts successfully Fills a gap in present knowledge literature in the customer knowledge area Practical tools and effective case studies with world recognized companies Shows how knowledge organizations of all kinds can increase their competitive edge by adding value to their clients

*Multidisciplinary Practice* Gary A. Munneke, Ann L. MacNaughton, 2001 The trend toward the Multidisciplinary Law Practice MDP is revolutionizing the way legal firms are preparing to deliver their services The MDP concept will affect every law practice large or small Even lawyers working outside the private practice arena will find their lives altered by the changes now starting to take place This work offers an examination of the MDP initiative from every angle including multiple appendices including an issues list and MDP hypotheticals and models

**The Architect's Handbook of Professional**

**Practice** American Institute of Architects,2008-03-24 Architects must be proficient in a variety of business practices to contribute to manage or launch a successful firm They are responsible for the same kind of legal financial marketing management and administrative activities as any other professional Within these broad categories however there are many details including professional standards and documents that are unique to the profession of architecture *Journal* ,2000

**Bowman's Accounting Report** ,2002 American Book Publishing Record ,2003 *Lawyers and the Legal Profession* Tanina Rostain,2008 Symposium ,2002 **Information Resources Management** ,2010-01-01 This work is a comprehensive four volume reference addressing major issues trends and areas for advancement in information management research containing chapters investigating human factors in IT management as well as IT governance outsourcing and diffusion Provided by publisher California Management Review ,2001 Small Business Sourcebook ,2007-12

**Business Review Weekly** ,2005 **Consultants & Consulting Organizations Directory** Cengage Gale,2009-05-12

**The British National Bibliography** Arthur James Wells,2005 **Business World** ,2004 **The 2009 Pfeiffer Annual** Delta Organization & Leadership LLC,2009-03-03 Leadership development continues to be a top concern for most organizations The third Pfeiffer Annual of Leadership Development has arrived This year four editors have brought together some of the best minds in the leadership world to reflect on four distinct topics Leading in a Global World Convergence and Collaboration Risk and Innovation and The Customer Connected Leader Management Consulting, 1997 Harvard Business Review,Harvard Business School Management Consulting Club,1996-11 Providing job search advice for the prospective management consultant this text includes profiles of management consulting companies that actively recruit MBAs Harvard Business School graduates and students reveal first hand insights into the industry describe what consultant s work is really like outline current industry trends and offer guidelines for approaching the case study interview An annotated bibliography of career information in management consulting is also included **Human Resource Planning** ,2007 *BRW.* ,2005

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