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MANAGING THE PROFESSIONAL SERVICE FIRM

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DAVID H. MAISTER

AUTHOR OF TRUE PROFESSIONALISM

Managing The Professional Service Firm

Maureen Broderick



Managing The Professional Service Firm:

Managing The Professional Service Firm David H. Maister, 2012-12-11 Professional service firms differ from other business enterprises in two distinct ways first they provide highly customised services thus cannot apply many of the management principles developed for product based industries Second professional services are highly personalised involving the skills of individuals Such firms must therefore compete not only for clients but also for talented professionals Drawing on more than ten years of research and consulting to these unique and creative companies David Maister explores issues ranging from marketing and business development to multinational strategies human resources policies to profit improvement strategic planning to effective leadership While these issues can be complex Maister simplifies them by recognising that every professional service firm in the world regardless of size specific profession or country of operation has the same mission statement outstanding service to clients satisfying careers for its people and financial success for its owners

The Professional Services Firm Bible John Baschab, Jon Piot, 2004-12-17 Spanning everything from legal firms and architects to fundraisers and dentists the professional services industry continues to experience spectacular growth yet remains largely undocumented in business literature Until now *The Professional Services Firm Bible* is a sophisticated and comprehensive guide to running a highly productive professional services organization Top consultants John Baschab and Jon Piot provide specific and sharply defined policies practices and tools for each important aspect of managing the professional services firm allowing you to assess current operations and develop a step by step plan for realising measurable productivity improvements Further the book will help you improve financial performance by managing costs getting the most from external vendors and improving revenues *The Professional Services Firm Bible* is full of best practices proven advice and practical techniques and includes a CD ROM with customizable tools every professional services firm can use to achieve improvements Please visit www.iig1.com and www.impactinsights.com for more information on the book and top consultants John Baschab and Jon Piot

Summary of David H. Maister's Managing The Professional Service Firm Everest Media, 2022-06-09T22:59:00Z Please note This is a companion version not the original book

Sample Book Insights

- 1 The mission of every professional service firm is to deliver outstanding client service provide fulfilling careers and professional satisfaction for their employees and achieve financial success so that they can reward themselves and grow
- 2 The required shape of the organization is primarily determined by the skill requirements of its work For Brains projects which involve highly skilled and highly paid professionals the opportunities to leverage the top professionals with juniors are limited
- 3 The three categories of project types are those that involve the highest proportion of junior time those that involve the highest proportion of senior time and those that involve both junior and senior time The choice of project types is one of the most important variables available to balance the firm
- 4 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

The Oxford Handbook of Professional Service Firms Laura Empson, Daniel Muzio, Joseph Broschak, Bob Hinings, 2015-08-13 Over the past three decades the Professional Service Firm PSF sector has emerged as one of the most rapidly growing profitable and significant in the global economy In 2013 the accountancy management consulting legal and architectural sectors alone generated revenues of US 1.6 trillion and employed 14 million people PSFs play an important role in developing human capital creating innovative business services reshaping government institutions establishing and interpreting the rules of financial markets and setting legal accounting and other professional standards The study of PSFs can offer insights into the contemporary challenges facing organizations within the knowledge economy and deepen understanding of more conventional organizations Despite their significance however PSFs have until recently remained very much in the shadows of organizational and management research The Oxford Handbook of Professional Service Firms marks the coming of age of PSF scholarship with a comprehensive and integrative exploration of current research and thinking on PSFs featuring contributions from internationally renowned scholars in the fields of organizational and management studies It is divided into three distinct sections the professions the firms and the professionals that work within them and covers subjects from governance and leadership to regulation entrepreneurship and diversity Bringing together a broad range of empirical and theoretical perspectives the Handbook offers many potentially important insights into the contemporary challenges of organizations in the knowledge economy and suggests new lines of inquiry that may shed further light on the activities and performance of PSFs and the professionals who work within them

Strategic Management of Professional Service Firms Lynn Perry Wooten, 1995

The Governance of Professional Service Firms Dirk Harlacher, 2010

Professions and Professional Service Firms Mike Saks, Daniel Muzio, 2018-03-05 Professions are increasingly linked with enterprise at a number of interrelated levels By considering the relationship of professions to the enterprise contexts in which they work this book reveals the dilemmas posed to professional groups and the opportunities and constraints that can arise in their organisational frameworks Addressing both private and public sectors this collection explores questions including what are the implications for the culture practices and identities of professions of working in enterprise contexts including with increased globalisation Are professions becoming more entrepreneurial in a knowledge economy What are the tensions between professionalism and enterprise and how are these resolved These are themes that are extremely important to professionals and their managers especially with the rise of large scale professional service firms serving corporate clients with truly global reach This cutting edge collection will be of interest to researchers educators and advanced students studying professional behaviour in fields such as business studies management organisational analysis public administration political science social policy and sociology as well as students on focused programmes of professional study in fields such as health law and social care

First Among Equals Patrick J. McKenna, David H. Maister, 2012-12-11 Managing people when

you're not their boss is a challenge particularly in professional service firms where increasingly top professionals are being tapped to lead their peers. Now Patrick McKenna and David Maister provide a play book for professionals trying to be both a team member and coach. In industries ranging from banking and insurance to law and engineering as well as in research labs and software companies management responsibility is increasingly delegated usually without guidance to those who head up smaller teams of professionals. **FIRST AMONG EQUALS** speaks directly to those who have gone from focusing on their own performance to being a group manager in charge of leading others. From understanding the group leader role to setting terms of reference and effectively dealing with talented prima donnas McKenna and Maister present a thorough introduction to managing and orchestrating talent. [The Art of Managing Professional Services](#) Maureen Broderick, 2010-10-24 Today millions of people work at over one million professional service firms generating over 2 trillion in revenue annually. These firms face unique issues that are not fully understood by management thinkers and consultants. Making matters more complex is that many of these firms stand at a crossroads searching for new strategies and practices to succeed in a radically new economy. In [The Art of Managing Professional Services](#) Maureen Broderick offers the solution Broderick has brought together modern best practices for these and other crucial areas of professional services management: Building communicating and maintaining shared vision, values and culture; Recruiting, training and evaluating people; Crafting the right strategies, portfolio and mix of clients; Innovating and sharing knowledge; Financial planning, metrics and reporting; Positioning brand, marketing and sales; Defining effective partnerships; equity selection and compensation; Ensuring responsibility and accountability; Organizational design, structure, governance and systems; Leading effectively and growing the next generation of leaders. This book reflects Broderick Co's unparalleled research into professional services management including 200 executive interviews with leaders and innovators in organizations of all sizes and types.

[Strategic Management of Professional Service Firms](#) Bente Løwendahl, 1997 In this third revised edition the following issues are discussed among others: To what extent are professional service firms (PSFs) different? When is a service not professional? What are particular challenges in managing PSFs? What are important strategic issues for PSFs? Hiring, training and keeping the right people; Competing for, gaining, delivering and learning from the right client projects; Delivering the right kind of services the right way. **Client at the Core** August J. Aquila, Bruce W. Marcus, 2004-08-04 [Client At The Core](#) is an essential blueprint to helping us all take the next steps. The authors, battle-scarred by the evolution of professional firm management and marketing from then to now, have captured the changing needs of the firms in this turbulent new economic era. This is a well-written book that uses plain language to convey practical, well-thought-out ideas. Patrick J. McKenna, a leading international consultant to professional service firms, says: "The authors have captured the changing role of professional services marketing and firm management. There is valuable insight in this down-to-earth guide to competing successfully in the new environment." David Maister, author and consultant, says: "The book is a masterpiece. Aquila and Marcus have produced the

essential guide for managing a professional services firm They've marshaled their considerable real life experiences and far reaching vision into a veritable operating manual for the successful firm Rick Telberg Editor at Large American Institute of Certified Public Accountants At its heart this book is the running shoe for legal and accounting professionals who want to put the client first Following the evolution of the industry over the past twenty five years this must have for every professional services firm is the key to leading in the turbulent and highly competitive waters ahead Richard S Levick Esq President Levick Strategic Communications LLC coauthor Stop the Presses The Litigation PR Desk Reference Client selection and retention is one of the critical success factors for a professional services firm and Aquila and Marcus do a masterful job at educating us on the necessary ingredients of each The chapters on firm governance and paying for performance are thought provoking and certainly challenging to the conventional wisdom If you want a better understanding of marketing and leading a professional firm in these turbulent times this book is essential Ronald J Baker author Professional's Guide to Value Pricing and The Firm of the Future Client at the Core is a commonsense approach to keeping your professional services firm relevant in the twenty first century's client driven economy Aquila and Marcus have hit a home run with their insightful analysis and poignant prose Jeffrey S Pawlow Managing Shareholder The Growth Partnership Inc

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

The Art of Managing Professional Services Maureen Broderick,1900 High praise for Maureen Broderick Her book gives firm leaders a step up in competing on the global landscape James Turley Chairman and CEO Ernst Young Anyone involved in the management of a professional service firm will find real value here David Childs Global Managing Partner Clifford Chance Maureen Broderick brings shape and clarity to the vital but abstract essence of professional service firms Ralph Shrader Chairman and Chief Executive Officer Booz Allen Hamilton Broderick's book is filled with best practices that will help all kinds of companies w

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Managing the Professional Service Firm David H. Maister,1993

The Directory of Management Consultants, 2003 Kennedy Information (Firm),2002

The Journal of Accounting Case Research ,1995

Mergers and Acquisitions of CPA Firms Nicholas J. Mastracchio,1998

Managing Career Systems Jeffrey A. Sonnenfeld,1984 An introduction to the management of career systems Designing Career systems Career systems and individual life stages Career system and company life states

Business Policy and Strategy Richard Schwindt,1990 Consists of outlines of courses and their reading lists available in United States universities

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