1. Record Nr. UNINA9910141510603321 Autore Ellis Charles D Titolo What it takes [[electronic resource]]: seven secrets of success from the world's great professional firms / / Charles D. Ellis Hoboken, N.J., : John Wiley & Sons, Inc., 2013 Pubbl/distr/stampa **ISBN** 1-119-20399-6 1-283-99381-3 1-118-56057-4 1-118-56049-3 Descrizione fisica 1 online resource (306 p.) Disciplina 658.4/09 Soggetti **Professions** Small business - Management Success in business Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Includes bibliographical references and index. Nota di bibliografia Nota di contenuto ""What It Takes: Seven Secrets of Success from the World's Greatest Professional Firms""; ""Copyright""; ""Contents""; ""Foreword""; ""Introduction""; ""I. Achieving Excellence""; ""Chapter 1: Mission: An Inspiring Long-Term Purpose""; ""Chapter 2: Culture: How We Do Things around Here""; ""Chapter 3: Recruiting: Getting the Right People""; ""Chapter 4: Developing People: Training, Educating, and Organizing for Excellence"": ""Chapter 5: Client Relationships: Developing Ties That Last""; ""Chapter 6: Innovation: Changing How the Game Is Played"" ""Chapter 7: Macro Innovation: Changing the Game"""Chapter 8: Leadership: Bringing the Secrets Together""; ""Chapter 9: . . . and Luck: Sometimes It Really Matters""; ""II. Sustaining Excellence""; ""Chapter 10: Trouble: Excellence Challenged""; ""Chapter 11: Arthur Andersen: Excellence Lost""; ""Afterword""; ""Thanks""; ""Notes""; ""Chapter 1: Mission""; ""Chapter 2: Culture""; ""Chapter 3: Recruiting""; ""Chapter 4: Developing People"; ""Chapter 5: Client Relationships""; ""Chapter 6: Innovation""; ""Chapter 7: Macro Innovation""; ""Chapter 8: Leadership"";

""Chapter 9: . . . and Luck""

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""Chapter 10: Trouble"""Chapter 11: Arthur Andersen""; ""Afterword""; ""About the Author""; ""Index""

Expert insights on what sets the great professional firms apart from all the rest. Having devoted a career that spans fifty years to consulting with and studying professional firms in the Americas, Asia, and Europe, author Charles Ellis learned firsthand how difficult it is for an organization to go beyond very good and attain, as well as sustain, excellence. Now, he shares his hard-won insights with you and reveals ""what it takes"" to be best-in-class in any industry. Enlightening and entertaining, What It Takes explores firms that are leaders in their particular field and the superior peo