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## Sommario/riassunto

Frequently Asked Questions and Conclusion; Chapter 13: Answers to the Most Commonly Asked Questions about Building Client Relationships; Conclusion; Index

Corporate clients are demanding more value from their external advisors, and consolidating their business around a smaller number of firms. These trends are forcing a variety of service providers-from consulting firms to large banks-to confront a series of difficult challenges: How do we create an 'all-for-one, one-for-all' culture in which the whole is greater than the sum-of-the-parts and we succeed in leveraging our global network to deliver value to clients?"" How do we mobilize the right people, resources, and ideas-across a multitude of organizational and geographic boun