

1. Record Nr.	UNINA9910462468403321
Autore	Willcock David Ian
Titolo	Collaborating for results [[electronic resource] ] : Silo working and relationships that work / / David Ian Willcock
Pubbl/distr/stampa	Farnham, England ; ; Burlington, Vt., : Gower, c2013
ISBN	1-317-16453-9 1-317-16452-0 1-4094-6430-X
Descrizione fisica	1 online resource (238 p.)
Disciplina	650.1/3
Soggetti	Organizational behavior Teams in the workplace Interpersonal relations Business networks Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	pt. 1. The individual and the organisation -- pt. 2. The team, other teams and the organisation -- pt. 3. The organisation.
Sommario/riassunto	Collaborating for Results focuses on the human reasons for unproductive silo working in organisations, combining psychology with organisation development theory and practice. The central theme is that a visible agenda for building and maintaining working relationships across organisations is required by those seeking competitive advantage. It describes the contours of working relationships at three levels - individual, team and organisation - and proposes practical actions en route to collaboration and high performance. In doing so it acknowledges the complexity of people and relationships, th