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Autore	Krause Klaus
Titolo	Business Partner Management : Successfully Managing External and Internal Business Relationships // by Klaus Krause, Tobias Schnitzler
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ISBN	3-658-37475-6
Edizione	[1st ed. 2022.]
Descrizione fisica	1 online resource (221 pages)
Disciplina	319.4
Soggetti	Management
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Introduction -- Operational Partner Management -- Deepening -- Strategic Partner Management -- Interest Management -- Introduction -- The Holistic Value Creation of Work -- States and Consequences of Internal Partnering -- New Tool - the WeQ Test -- Practical Examples -- Internal Partnering - Re-thought -- Call -- Scientific.
Sommario/riassunto	This professional book provides a structured, industry-independent and at the same time practical insight into all types of business partnerships. Both relationships with external business partners and internal partnerships with colleagues and employees are considered in depth. The authors guide you through all phases of these partnerships, highlighting the different aspects and offering proven methods and practical tips for working successfully with partners. The focus is on the human being as partner and individual with interests and goals. The comparison to private partnerships is quite intentional and illustrates the explanations. Findings from brain research, learning and cooperation are also included. The content Operational Partner Management Strategic Partner Management Internal Partnering - Developing potential in teams The authors Dipl.-Ing. Klaus Krause is an independent consultant for high-tech start-ups and SMEs in the field of professional partnering and business development. He has more than 30 years of professional experience in several management positions in industry and is an accredited coach at Investitionsbank Berlin. Dr. Tobias Schnitzler is a freelancer at Culture Work GmbH. He completed

his doctorate at WU Vienna with Univ.-Prof. Dr. Sigrid Stagl and Dr. Gerald Hüther. In his doctoral thesis on "Success factors of transformative learning for sustainable development", he dealt, among other things, with the development of potential in teams and change management (especially in NGOs and start-ups). This book is a translation of an original German edition. The translation was done with the help of artificial intelligence (machine translation by the service DeepL.com). A subsequent human revision was done primarily in terms of content, so that the book will read stylistically differently from a conventional translation.
