1. Record Nr. UNINA9910782699703321 Autore Robinson Dana Gaines <1944-> Titolo Strategic business partner: aligning people strategies with business goals / / by Dana Gaines Robinson, James C. Robinson San Francisco, California: .: Berrett-Koehler. . 2005 Pubbl/distr/stampa 1-282-30057-1 **ISBN** 9786612300578 1-57675-801-X Edizione [1st ed.] Descrizione fisica 1 recurso en línea Disciplina 658.3 Administración de personal Soggetti Alianzas estratégicas Planificación estratégica Libros electrónicos Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Bibliografía: páginas. 253-267. Nota di bibliografia Nota di contenuto Contents: Preface: Introduction: From Value Sapping to Value Adding: Part One: Concepts and a Model for Strategic Business Partners; Part Two: Building Client Partnerships; Part Three: Identifying and Partnering on Strategic Projects; Part Four: Influencing Business Strategies and Direction; Tools; References; Resources; Index; About the Authors. Sommario/riassunto Dana and Jim Robinson offer guidance for HR, Organization Development and Learning professionals who aspire to transform themselves into effective Strategic Business Partners. They explain how SBPs build partnerships, based upon credibility and trust, with key organization leaders. These partnerships provide SBPs with opportunities to identify and support projects directly aligned with business goals. The success of these projects deepens the SBPs' credibility, enabling them to be viewed as strategic partners. At this higher level of accountability, SBPs work with business leaders to form long-range business strategies and plans, creating and implementing people initiatives that link into and support the business strategies and plans. This practical guide offers case studies, exercises, tips, and tools

can use to become a Strategic Business Partner in an organization.