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Autore	Austin James E
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Nota di contenuto	The Collaboration Challenge; Contents; Foreword; Preface; 1. The Strategic Benefits of Alliances; 2. Understanding Strategic Collaboration; 3. Making the Connection; 4. Ensuring Strategic Fit; 5. Generating Value; 6. Managing the Relationship; 7. Collaboration Drivers and Enablers: Jumpstart and American Eagle Outfitters; 8. Guidelines for Collaborating Successfully; Notes; The Author; Index
Sommario/riassunto	Presented by The Drucker Foundation ""Austin has uncovered the common elements and key strategies that make for effective collaborations.... In <i>The Collaboration Challenge</i>, he illuminates these key lessons for all leaders, and makes it possible for each of us to meet the collaboration challenge." -Frances Hesselbein, chairman of the board of governors, The Drucker Foundation, and John C. Whitehead, founder, The John C. Whitehead Fund for Not-for-Profit Management, Harvard Business School ""Austin has performed a valuable service for nonprofit organizations and

