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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.

