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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