1.	Record Nr.	UNINA9911020345403321
	Autore	Sobel Andrew <1955->
	Titolo	All for one : 10 strategies for building trusted client partnerships / / Andrew Sobel
	Pubbl/distr/stampa	Hoboken, NJ, : Wiley, c2009
	ISBN	9786612114533
		9780470485347
		0470485345
		9781282114531
		1282114530
		9781118258057
		1118258053
		9780470485125
		0470485124
		9780470485330
		0470485337
	Edizione	[1st edition]
	Descrizione fisica	1 online resource (323 p.)
	Disciplina	658.4095
		658.812
	Soggetti	Customer relations
		Patron and client
		Consumers - Professional relationships
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Description based upon print version of record.
	Nota di bibliografia	Includes bibliographical references and index.
	Nota di contenuto	ALL FOR ONE: 10 Strategies for Building Trusted Client Partnerships; Contents; Introduction; Part I: A Road Map for Building Trusted Client Partnerships; Chapter 1: Reaching Level 6: Trusted Client Partner; Chapter 2: Employing 10 Integrated Strategies; Part II: The Five Individual Strategies; Chapter 3: Strategy One: Becoming an Agenda Setter; Chapter 4: Strategy Two: Developing Relationship Capital; Chapter 5: Strategy Three: Engaging New Clients; Chapter 6: Strategy Four: Institutionalizing Client Relationships; Chapter 7: Strategy Five: Adding Multiple Layers of Value

Part III: The Five Institutional StrategiesChapter 8: Strategy Six: Targeting the Right Clients; Chapter 9: Strategy Seven: Building a Client Leadership Pipeline; Chapter 10: Strategy Eight: Promoting Collaboration; Chapter 11: Strategy Nine: Listening to Clients; Chapter 12: Strategy Ten: Creating a Unique Client Experience; Part IV: Frequently Asked Questions and Conclusion; Chapter 13: Answers to the Most Commonly Asked Questions about Building Client Relationships; Conclusion; Index

Sommario/riassunto	Corporate clients are demanding more value from their external advisors, and consolidating their business around a smaller number of firms. These trends are forcing a variety of service providers-from consulting firms to large banks-to confront a series of difficult challenges: How do we create an 'all-for-one, one-for-all' culture in which the whole is greater than the sum-of-the-parts and we succeed in leveraging our global network to deliver value to clients?"" How do we mobilize the right people, resources, and ideas-across a multitude of organizational and geographic boun