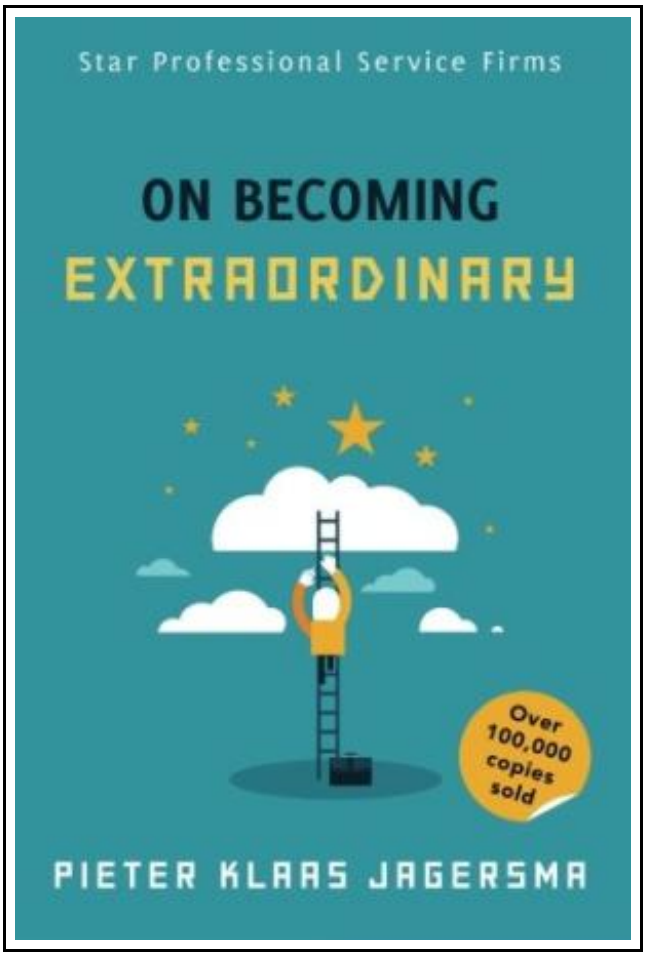
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ON BECOMING EXTRAORDINARY: STAR PROFESSIONAL SERVICE FIRMS (PAPERBACK)

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Inspiration Press, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. On Becoming Extraordinary - Star Professional Service Firms reveals the strategy of the world s best professional service firms (PSFs). The book is based on a 5-year research study and takes the reader deep inside the workings of the peak of the pyramid. It is a contemporary classic of managing PSFs. On Becoming Extraordinary is a close-up, real-life look at the art of managing and leading professional service firms. Why do some PSFs prosper in extraordinary fashion, while others fail to do so? What do these special firms do that makes them excellent? What makes them really tick? In developing my perspective on PSF excellence, I drew on the following sources of information and analysis: [1] interviews with senior officials of PSFs, [2] interviews with senior officials of client organizations, primarily members of management, advisory, and supervisory boards, [3] secondary research and archiving material, and [4] interviews, email exchanges, and telephone conversations with knowledgeable outsiders. Star , elite or peak of the pyramid PSFs are those firms that [1] categorized themselves as leaders in their industries. Furthermore, in each of the eight areas targeted in the study, I identified those firms that had consistently outperformed their competitors according to [2] client executives as well as [3] peers. Based on these criteria, my analyses led to the selection of 116 star PSFs [categories in alphabetical order]: 7 accounting firms; 17 advertising agencies, market research firms, public relations/marketing communication firms; 5 executive search/assessment/leadership consulting firms; 4 HR consulting firms; 22 investment banks, investment advisory services firms, investment management services firms, MA boutique firms; 18 investment firms, private equity firms; 10 IT consulting firms; 18 law firms; 15 management...

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