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Smart Collaboration provides something new to professional service firms - evidence that collaboration is the path to higher margin, intellectually challenging, service engagements. This is exactly the information professional services, law firms in

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*particular, need in order to
address current market
challenges.*

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In "Smart Collaboration," Heidi
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K. Gardner shows that firms earn higher margins, inspire greater client loyalty, attract and retain the best talent, and gain a competitive edge when specialists...

[Smart Collaboration – Gardner and Co](#)

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*** PDF Smart Collaboration How Professionals And Their Firms Succeed By Breaking Down Silos ** Uploaded By Beatrix Potter, few can argue that creating a collaborative environment is one of the main keys to unlocking latent value in most law firms this is a profession*

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*that naturally inclines towards
siloes thinking clients and*

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*Succeed by Breaking Down Silos.
Harvard: Harvard Business
Review Press. Claire Routley is
a legacy fundraising
consultant, research fellow at
the Hartsook Centre for
Sustainable Philanthropy, and a
member of Rogare's advisory
panel.*

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[Book review: Smart
Collaboration by Heidi Gardner](#)
...

*responses. My book Smart
Collaboration: How
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Succeed by Breaking Down Silos
(Harvard Business Review Press,*

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2017) elaborates these findings. I continue to research and work with firms in the law, accounting, engineering, financial services

[Smart Collaboration: Breaking Down Silos](#)

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With case studies and real-world insights, Smart Collaboration delivers an authoritative case for the value of collaboration to today's professionals, their firms, and their clients and shows you exactly how to achieve it. (source: Nielsen

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[Why Smart Collaboration Crushes Competitive Advantage ...](#)

In Smart Collaboration, Heidi K. Gardner shows that firms earn higher margins, inspire greater client loyalty, attract

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and retain the best talent, and gain a competitive edge when specialists collaborate across functional boundaries. Gardner, a former McKinsey consultant and Harvard Business School professor now lecturing at Harvard Law School, has spent over a decade conducting in-

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*depth studies of numerous
global professional service
firms.*

[The case for smart
collaboration - Answers On](#)

*Smart Collaboration by Heidi K.
Gardner A very good book on*

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*breaking down silos in
business. The book spends quite
a bit of time on how smart
collaboration can improve the
bottom line of both the
consulting and client firms.
There is also a sufficient
number of examples to show how
smart collaboration can solve*

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[Smart Collaboration: How
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...

*J. Michael McGuire, CEO, Grant
Thornton LLP-- "In Smart
Collaboration , Gardner uses*

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relevant case studies, sharp analysis, and straightforward writing to make this important point: well-structured collaboration among a firm's professionals is the path to a more interesting, satisfying, and profitable future for those talented people."

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*Congratulations to Don't Be
Evil by Rana Forhoohar, a
"penetrating indictment of how
today's largest tech companies
are hijacking our data, our*

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*liveliness, our social fabric,
and our minds."*

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Succeed by Breaking Down Silos

This webinar will be available

On Demand on the morning of

Tuesday, February 28, 2017.

*Emails with the webinar link go
out the morning of the 28th.*

You may watch the webinar as

*often as you like for up to one
year, enjoy!*

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*At long last, Smart
Collaboration: How
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Succeed by Breaking Down Silos
was officially released*

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worldwide by Harvard Business Press on January 3 rd.. By offering your own insights, anecdotes and critiques, many of you on this Board of Contributors played a special role in the book's development.

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*The Harvard Law School Library
staff invite you to attend a
book talk and discussion in
celebration of Smart
Collaboration: How
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Succeed by Breaking Down Silos*
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*(Harvard Business Review Press,
Jan 3. 2017) by Heidi K.
Gardner, Lecturer on Law and
Distinguished Fellow in the
Center on the Legal Profession
at Harvard Law School.*

[Collaboration Skills: What Are
They?](#)

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The demand for a collaborative work product is only increasing, and the amount of time the workforce spends in team-related activities will also continue to increase, according to author Jeanne Meister. Even though it has become crucial to workplace

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success, however, collaboration is often difficult.

[Smart Collaboration: How Professionals and Their Firms](#)
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*In her new book, "Smart
Collaboration: How*

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Professionals and Their Firms Succeed by Breaking Down Silos," Gardner says that collaboration done the right way can work for any company, no matter its size. "Sometimes people are doing collaboration mindlessly. There is justified cynicism about it," she says.

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*Get this from a library! Smart
collaboration : how
professionals and their firms
succeed by breaking down silos.
[Heidi K Gardner; Tanya Eby;*

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*Recorded Books, Inc.] --
Gardner shows that firms earn
higher margins, inspire greater
client loyalty, attract and
retain the best talent, and
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specialists collaborate across
functional ...*

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[January | 2017 | Professional
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*Tags: how firms smart
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*Categories: Inside CMS,
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Services. Show More. More Media*

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J. Michael McGuire, CEO, Grant Thornton LLP-- "In Smart Collaboration, Gardner uses relevant case studies, sharp analysis, and straightforward writing to make this important point: well-structured

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collaboration among a firm's professionals is the path to a more interesting, satisfying, and profitable future for those talented people."

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» About the Author – Heidi K. Gardner is a Distinguished Fellow at Harvard Law School's Center on the Legal Profession, where she serves as a Lecturer on Law and Faculty Chair of the

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...

*Previously she was a professor
at Harvard Business School. Her
research, teaching, speaking*

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and consulting focus on leadership and collaboration in professional service firms, and her book "Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos" has just been published by Harvard Business Press.

Professor

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carved up their highly
specialized professional
experts into narrowly defined
practice areas and
collaborating*

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