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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 particular, need in order to address current market challenges.

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In "Smart Collaboration," Heidi K. Gardner shows that firms

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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](#)

\*\* 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 that naturally inclines towards siloed thinking clients and

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Smart Collaboration: How Professionals and their Firms 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.

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

responses. My book Smart Collaboration: How Professional and Their Firms Succeed by Breaking Down Silos (Harvard

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

### [Smart Collaboration: Breaking Down Silos](#)

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 Book Data)

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

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In *Smart Collaboration*, Heidi 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 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-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 breaking down silos in business. The book spends quite

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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 problems in the workplace.

### [Smart Collaboration: How Professionals and Their Firms ...](#)

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 collaboration among a firm's professionals is the path to a more interesting, satisfying, 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 livelihoods, our social fabric, and our minds."

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Smart Collaboration How Professionals and their Firms 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

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the 28th. You may watch the webinar as often as you like up to one year, enjoy!

[Smart Collaboration: How Professionals and Their Firms ...](#)

At long last, Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos was officially released worldwide by Harvard Business Press on January 17th. 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.

[HLS Library Book Talk | Smart Collaboration](#)

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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 Professionals and Their Firms Succeed by Breaking Down Silos (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?](#)

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,

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according to author Jeanne Meister. Even though it has become crucial to workplace success, however, collaboration is often difficult.

### [Smart Collaboration: How Professionals and Their Firms ...](#)

In her new book, "Smart Collaboration: How 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; Recorded Books, Inc.] -- Gardner shows that firms earn higher margins, inspire greater client loyalty, attract and retain the best talent, and gain a competitive edge when specialists collaborate across functional ...

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profitable future for those talented people."

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Smart Collaboration: How Professionals and Their Firms Succeed by Breaking Down Silos » 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 Accelerated Leadership Program.

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