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STRATEGY AND THE FAT SMOKER

DOING WHAT'S OBVIOUS BUT NOT EASY

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MANAGING THE PROFESSIONAL SERVICE FIRM

Strategy And The Fat Smoker Doing Whats Obvious But Not Easy

Clifford Lane



Strategy And The Fat Smoker Doing Whats Obvious But Not Easy:

Strategy and the Fat Smoker David H. Maister, 2008 We often or even usually know what we should be doing in both personal and professional life We also know why we should be doing it and often how to do it Figuring all that out is not too difficult What is very hard is actually doing what you know to be good for you in the long run in spite of short run temptations The same is true for organizations What is noteworthy is how similar if not identical most firms strategies really are provide outstanding client service act like team players provide a good place to work invest in your future No sensible firm or person would enunciate a strategy that advocated anything else However just because something is obvious does not make it easy Real strategy lies not in figuring out what to do but in devising ways to ensure that compared to others we actually do more of what everybody knows they should do This simple insight if accepted has profound implications for How organizations should think about strategy How they should think about clients marketing and selling and How they should think about management In 18 chapters Maister explores the fat smoker syndrome and how individuals managers and organizations can overcome the temptations of the short term and actually do what they already know is good for them **Strategy that**

Works Ian Mann, 2012-04-01 In Strategy that Works Ian Mann discusses and debunks a number of popular theories of strategy before presenting his unique approach based on many profound insights that have never before been gathered together in one place to form a coherent theory and method He explains the difference between strategy and mere analysis parading as strategy he shows how to build scenarios for uncertain futures he provides key questions that will help guide one to develop an effective strategy and he demonstrates how important it is that the strategy becomes the organisation's culture Clear insightful and entertaining Strategy that Works makes strategy accessible to managers at all levels in all sizes and types of organisations Ian Mann is one of South Africa's top business consultants and he is well known from his newspaper columns his radio and TV appearances and his training seminars [How to Win Client Business When You Don't Know](#)

[Where to Start](#) Doug Fletcher, 2021-10-26 Dramatically grow your client base following pragmatic and insightful advice by bestselling author Doug Fletcher How to Win Client Business When You Don't Know Where to Start A Rainmaking Guide for Consulting and Professional Services serves as an invaluable and indispensable guide for everyone in the business of selling professional and consulting services Author Doug Fletcher dives deeply into the five skills required to make it rain Create Your Personal Brand Identity Demonstrate Your Professional Expertise Build Your Professional Ecosystem Develop Trust Based Relationships Practice Everyday Success Habits How to Win Client Business When You Don't Know Where to Start provides a masterclass in teaching the practical techniques and concrete strategies that professional services providers were never taught in school or on the job Pragmatic lessons take the place of the vaguely defined principles found in competing books to turn readers from sales novices into rainmakers Written by the same celebrated author who brought readers the best selling book How Clients Buy How to Win Client Business When You Don't Know Where to Start is perfect for any

professional services provider or consultant who seeks to dramatically increase their book of business **Beyond the Days of the Giants** Paul D. Fisher, 2017-07-27 During the next 10 years an estimated 40 50 percent of the partners in public accounting firms will retire This exodus will place an enormous intellectual and financial strain on firms as they scramble to train and promote new partners retire the existing ones in an orderly manner and find the profitability to do so in extraordinarily lean econ **The Analytics Lifecycle Toolkit** Gregory S. Nelson, 2018-04-03 Data has become the new currency organizations are drowning in it but few are cashing in on its true value The Analytics Lifecycle Toolkit translates the entire analytics lifecycle into actionable insights providing a framework for building an effective analytics capability and the processes that turn data into action Part 1 describes the who how and why of modern enterprise analytics giving leaders clear insight into the value of strategically aligned capabilities Part 2 details best practices that include problem framing data sensemaking model development change management data management product management and more Part 3 rounds out the discussion by providing guidance on sustaining high performance and guiding the analytics function into new phases of business For organizations who see the value of analytics but lack the depth of knowledge needed to structure appropriate solutions this book breaks the cycle of frustration and provides a roadmap for putting the right people processes and technologies into place For those who have already implemented analytics this book serves as a reference for leadership and a refresher course to update the team on the latest in practices and processes Rather than a simple catalogue of analytics models the discussion emphasizes underlying principles in key process areas to help organizations build analytics capabilities tailored to their specific needs allowing them to harvest the highest value information to better inform strategic decisions In line with the book s practical focus the companion website provides downloadable resources tools videos and more to support and streamline implementation The discussion itself assumes no prior knowledge of analytics and explicitly clarifies complex concepts and terms using real world examples to illustrate what effective practice looks like on the ground With clear guidance expert insight and a wealth of practical tools The Analytics Lifecycle Toolkit is an essential resource for any organization seeking an optimized analytics program Lawyers as Leaders Deborah L. Rhode, 2013-11 Why do we look to lawyers to lead and why do so many of them prove to be so untrustworthy and unprepared In Lawyers as Leaders eminent law professor Deborah Rhode not only answers these questions but crafts an essential manual for attorneys who need to develop better leadership skills **All Hands on Deck** Joe Tye, 2010-06-22 In the stormy seas of today s world economy organizations need all hands on deck In the stormy seas of today s world economy organizations need people to own their work not just rent a spot on the organization chart All Hands on Deck is a fun to read story that is both a business strategy book about creating competitive advantage through corporate culture and a personal development book that will inspire readers to be more committed and engaged with their work and their organizations Drawing upon the wisdom of some of the greatest and most beloved business leaders of the 20th century this essential guide Creates a virtual roadmap for building a

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Consulting Magazine ,2008 *Waking the Giant* Peter Steidl, 2012-01-30 Brand maturity is not inevitable Waking the Giant challenges current thinking and practice when it comes to achieving growth with mature brands This book convincingly demonstrates that the challenge of revitalising a mature brand is just as exciting and requires just as much ingenuity and innovation as launching a new brand While major mature brands still dominate many categories margins and growth opportunities are often less than exciting The critical question is milk the brand or revitalise And just as important is your organisation fully committed to and able to deliver on your chosen strategy Inside you ll discover the merits of revitalisation and milking strategies and how to choose between them how to renew positive differentiation for a mature brand how to implement a revitalisation strategy and eliminate outdated work practices that could ruin your plan how to align your revitalisation strategy with the consumers and industry sector s evolutionary trends

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