

True Professionalism David H Maister

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True Professionalism David H Maister

David H. Maister, one of the world's leading authorities on the management of professional service firms, is the author of several successful books, including *Managing the Professional Service Firm*, *True Professionalism*, and *Practice What You Preach*, and coauthor of *The Trusted Advisor*. Excerpt. © Reprinted by permission.

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Act like a true professional, aiming for true excellence, and the money will follow. Act like a prostitute, with an attitude of "I'll do it for the money, but don't expect me to care," and you'll lose the premium that excellence earns. True professionalism wins!
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David Maister, the world's premier consultant to professional service firms, vigorously challenges professionals to examine this essential, yet under-addressed question: What is true professionalism? Professional firms are forever trying to get their people to act like professionals—to do the right things.

True Professionalism: The Courage to Care About Your ...

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True Professionalism by David H. Maister available in Trade Paperback on Powells.com, also read synopsis and reviews. David Maister, the world's premier consultant to professional service firms, vigorously challenges...

True Professionalism: David H. Maister: Trade Paperback

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David H. Maister is an author, a consultant, a former professor at the Harvard Business School and a founder of Maister Associates, Inc. in Boston. "True Professionalism Summary" To become a true professional, you have to invest your time and energy into providing the best services and the biggest value to your clients.

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DAVID MAISTER

My Bio. Until his retirement in 2009, David Maister was widely acknowledged as one of the world's leading authorities on the management of professional service firms (such as law, accounting, and consulting firms, and companies providing engineering, advertising and executive search services).

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David Maister, the world's premier consultant to professional service firms, vigorously challenges professionals to examine this essential, yet under-addressed (□□□□) □□□□□□. Professional firms are forever trying to get their people to act like professionals -- to do the right things.

True Professionalism (□□)

David H. Maister of Maister Associates in Boston, is also the author of *Managing the Professional Service Firm* and a former professor at the Harvard Business School. He consults with professional service firms worldwide.

True Professionalism Free Summary by David H. Maister

71 quotes from David H. Maister: 'There is an old saying, "It is amazing what you can achieve if you are not wedded to who gets the credit." The', 'It is ironic that a business in which the serving of clients depends so heavily on interpersonal psychology should be peopled with those who believe in the exclusive power of technical mastery.

David H. Maister Quotes (Author of The Trusted Advisor)

London School of Economics. Harvard Business School.
Occupation. Academic, writer, business management consultant.
Spouse (s) Kathy Maister. David H. Maister (born July 21, 1947) is a former Harvard Business School professor, American writer and expert on business management practices and the management of professional service firms.

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Overview -. David Maister, the world's premier consultant to professional service firms, vigorously challenges professionals to examine this essential, yet under-addressed question: What is true professionalism? Professional firms are forever trying to get their people to act like professionals—to do the right things.

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