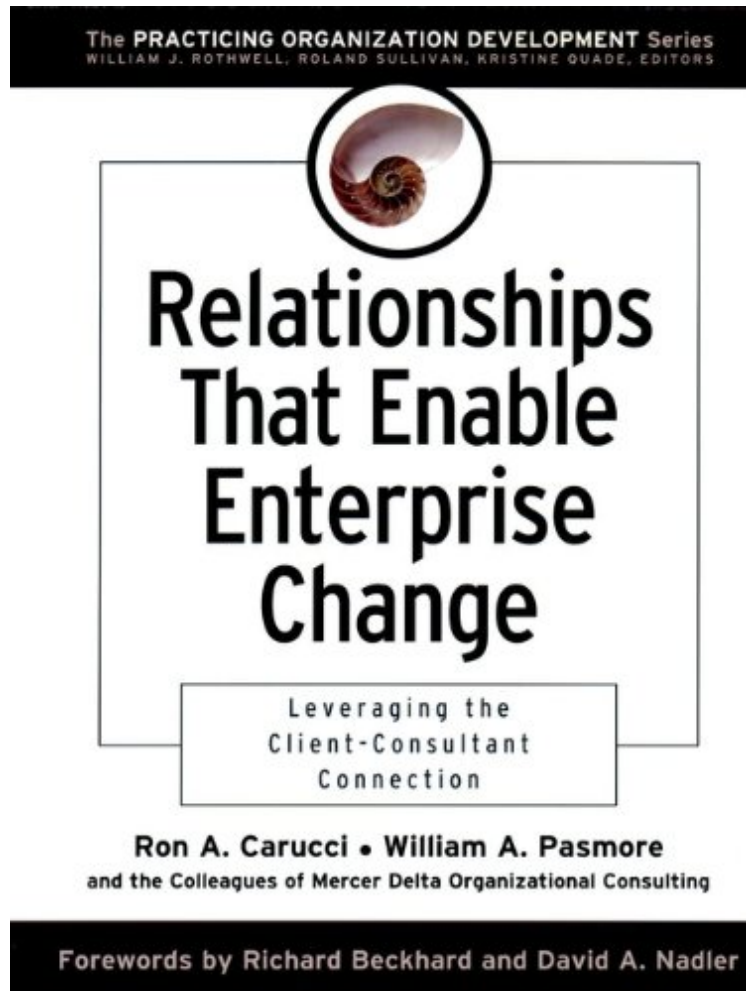


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Relationships That Enable Enterprise Change: Leveraging the Client-Consultant Connection (J-B O-D (Organizational Development))

Ron A. Carucci, William A. Pasmore
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Ron A. Carucci, William A. Pasmore : Relationships That Enable Enterprise Change: Leveraging the Client-Consultant Connection (J-B O-D (Organizational Development)) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Relationships That Enable Enterprise Change: Leveraging the Client-Consultant Connection (J-B O-D (Organizational Development)):

Relationships that Enable Enterprise Change; a title in Pfeiffer's Practicing Organization Development

Seriesdash;is a practical resource for consultants who want to enhance their relationship with senior leaders in order to drive broad organization change. Written by Ron A. Carucci and William A. Pasmoredash;with contributions from senior consultants from the acclaimed Mercer Delta Organizational Consulting groupdash;this invaluable guide shows you how to leverage relationships with your clients to ensure that sought-after change is realized. The authors present tested principles and approaches that will help transform your client relationships into engines of change throughout the organization and offer a wealth of new ideas that you can implement in your consulting practice.

"Value migrates in all industries, including ours. Tomorrow's value creators will combine great content with even greater relationships. Relationships that Enable Enterprise Change tells the truth about what it really takes to create effective relationships between insiders and outsiders, and how much success those relationships can create. It will make both executives and advisers rethink their approach (and change their behavior) when going about the serious business of creating real partnerships to create real value." --Adrian Slywotzky, author, Value Migration, The Profit Zone, and Profit Patterns "Business leaders rely more than ever on trusted relationships with a few, key professionals who can bring insight, wisdom, and interpersonal agility to important strategic and organizational issues. Ron Carucci and Bill Pasmore have produced a masterful, battle-tested roadmap that will enable consultants and other outside advisors to break into this inner circle and have a truly lasting impact on client success." --Andrew Sobel, author, Clients for Life "A great resource for anyone who consults to senior managers. Full of wonderful insights, useful tools and instructive case examples." --Edward E. Lawler III, author, Corporate Boards: New Strategies for Adding Value at the Top and Director, Center for Effective Organizations, Marshall School of Business, University of Southern California "As a CEO and a consumer of consulting services, Carucci and Pasmore don't just tell it like it is - they tell it like it should be. The book is a pragmatic how-to-help-your-client guide that I'm sure will be highly valuable to those who are guiding managers to manage change." --Charlie Strauss, CEO, Unilever HPC North America

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About the AuthorRon A. Carucci is a partner with Mercer Delta Organizational Consulting, a management consulting firm that provides services related to the management of strategic level organization change to major corporations and other institutions. William A. Pasmore is a partner in Mercer Delta Organizational Consulting. He advises CEOs in the areas of organization design, senior team effectiveness, acquisition integration, strategy implementation, and managing large-scale change. He has published more than fifteen books and numerous articles on the topic of managing change and designing effective organizations.