

## True Professionalism David H Maister

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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. He is best known for writing Managing the Professional Service Firm and co-writing The Trusted Advisor with Charles H. Green and Robert M. Galford. ...

DAVID MAISTER

In True Professionalism, David Maister examines professionalism in depth. The education in universities for the professions is focused on technical knowledge. Accountants are taught about accounting, lawyers about the law, doctors about medicine, etc. Rarely is there much discussion about what it means to be a professional, so beginning professionals often don't really understand their role.

*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.

*True Professionalism: The Courage to Care about Your ...*

True Professionalism. There are relatively few new ideas in business, if any at all. How often can one repeat the basic advice of "Listen to your clients, provide outstanding service, train your people, look for and eliminate inefficiencies, and act like team players?"

*True Professionalism - David Maister*

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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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.--This text refers to the paperback edition.

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*True Professionalism : David H. Maister : 9780684834665*

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.

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*David Maister*

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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.

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

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