

THE PARTNERING IMPERATIVE

Making Business Partnerships Work



Anne Deering and Anne Murphy

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Irving J. Gabelman



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The Partnering Imperative Anne Deering, Anne Murphy, 2003-09-11 There is no shortage of strategic reasons for taking partnering seriously in today's converging and colliding marketplace. However, there certainly is a lack of credible explanations as to why so many fail. This book provides the ingredients for successful business partnerships. It identifies the value that effective partnerships can generate, the reasons why so many run into difficulties, and the imperatives for leaders who want to make partnering work in a globalized digital world. A powerful series of insights into one of the major issues of our time: how to create a partnership that generates innovation and other key advantages. Original, perceptive, wise, and easy to read. Dr. Charles Hampden-Turner, Cambridge University Judge Institute of Management Studies. Deering and Murphy have written with great clarity and insight on a difficult subject. Partnering will continue to grow in importance as firms shrink in size and look outside their boundaries for some of their critical resources. This book offers clear and practical guidelines for the manager who has to grapple with the multilevel and multicultural complexities of the partnering process. I highly recommend it. Max Boisot, Snider Center for Entrepreneurial Research, Wharton Business School. *Maximize Business Profits Through E-Partnerships* Zhao, Fang, 2005-10-31 This book gives a comprehensive introduction of the concepts and practices of e-partnering and discusses the application of e-partnership in e-commerce, e-business, the supply chain, and e-supply chains. Provided by publisher. **Managing Sport Across Borders** Anneliese Goslin, Darlene Kluka, Rosa López de D'Amico, Karen Danylchuk, 2020-02-20 Sport is both a global business and a vehicle for social inclusion and community development. This book examines key performance areas in sport management that cut across cultural, economic, and geographical borders from both commercial and social justice perspectives. Written by leading sport management and sport development scholars from around the world, the book highlights international management challenges, suggests appropriate management practices, and raises questions to stimulate further debate. From a commercial sport management perspective, it explores key topics including the management of sport communication in an age of digital media, crowd funding in sport, managing government and commercial alliances, and managing power and politics in sport. From a social justice perspective, it examines issues including sport volunteer management, the management of sport for inclusion, and academic partnerships in international sport management. Offering an authoritative survey of contemporary international sport management as well as signposts for future research and practice, this is fascinating reading for all students, researchers, and practitioners working in sport management or sport development. Light Footprint Management Charles-Edouard Bouée, 2014-01-02 Introducing a pioneering road map for adaptable post-strategic business organisations that places vision and tactics over strategy. Autonomy, Accountability and Social Justice Amanda Keddie, Martin Mills, 2019-04-10 *Autonomy, Accountability and Social Justice* provides an account of recent developments in English state education with a particular focus on the academisation of schooling. It examines how head teachers, teachers, and others working in diverse education settings

navigate the current policy environment The authors provide readers with insight into the complex decision making processes that shape school responses to current educational agendas and examine the social justice implications of these responses The book draws on Nancy Fraser s social justice framework and her theorising of neoliberalism to explore current tensions associated with moves towards both greater autonomy for and accountability of state schooling These tensions are presented through four case studies that centre upon 1 a group of local authority primary schools 2 an academy chain 3 a co-operative secondary school and 4 an alternative education setting The book identifies the emancipatory possibilities of these approaches amid the complex demands of autonomy and accountability seizing English schools Informed by a consideration of market parameters and social protectionist ideals this examination provides rich insights into how English schools have emancipatory capacity Autonomy Accountability and Social Justice makes a major theoretical contribution to understandings of how the market is working alongside the regulation of schooling and the implications of this for social justice By drawing on the experiences of those working in schools it demonstrates that the tensions associated with autonomy and accountability within the current education policy environment can be both productive and unproductive for social justice

Leading the Historical Enterprise Bruce W. Dearstyne,2014-12-16 Leading the Historical Enterprise Strategic Creativity Planning and Advocacy for the Digital Age presents new ideas and strategies for leading and innovating in museums historical societies historic sites and other state and local history programs The book blends insights from the best practices of model historical programs and museums with themes from the best recent studies of leadership This is a practical book with concrete suggestions that can be applied in just about any program setting It covers Demographics technology resource constraints and other forces that are affecting the work of historical programs and museums Developing mission and goals to keep programs responsive to changing needs challenges and opportunities Effective strategies for leading and innovating to keep programs vibrant Engaging users and audiences for our programs in new ways Putting information technology to work and engaging users in new ways Day to day leadership of historical programs and museums The book will be of interest to trustees directors and staff of museums historic sites historical societies and other state and local history programs policy makers e g legislative staff with responsibility for policy or budgets of cultural programs professors and students of public history libraries and other people interested in state and local history and in innovation in cultural programs

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