

New Book Information

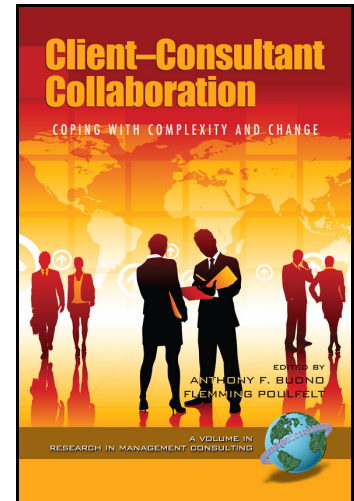
Client-Consultant Collaboration: Coping with Complexity and Change

(Published with support of the Copenhagen Business School)

Edited by **Anthony F. Buono**, *Bentley University*
and **Flemming Poufelt**, *Copenhagen Business School*

A volume in *Research in Management Consulting*
Series Editor Anthony F. Buono, Bentley University

The tenth volume in the *Research on Management Consulting* series—*Client-Consultant Collaboration: Coping with Complexity and Change*—draws on papers presented at the Academy of Management's Management Consulting Division International Conference on this theme in Copenhagen, Denmark in June 2007. The volume presents twelve chapters that explore a broad range of questions and concerns that illustrate the scope and complexity of the consultant-client relationship. The chapters illustrate the richness and excitement that takes place not only in research on consulting but also in its application as the various empirical analyses of consulting in practice portray.



CONTENTS: Introduction. *Anthony F. Buono, Bentley University and Flemming Poufelt, Copenhagen Business School.* **PART I: THE CLIENT-CONSULTANT RELATIONSHIP.** Clients' Different Moves in Managing the Client-Consultant Relationship, *Mirela Schwarz, University of Southampton and Timothy Clark, University of Durham.* Inside the Client-Consultant Relationship: Consulting as Complex Processes of Relating, *Stephen Billing, Exponential Consulting LTD.* Systemic Concepts of Intervention, *Michael Mohe, University of Oldenburg and David Seidl, University of Zurich.* **PART II: CHANGE CAPACITY IN CONSULTING.** Enhancing Change Capacity: Client-Consultant Collaboration in Creating a Foundation for Emergent Change, *Kenneth W. Kerber, Kerber and Associates & Anthony F. Buono, Bentley University.* The Experience of being Changed through Consulting, *Catherine Palmer-Woodward, University of Hertfordshire/Arturo Consulting and Don MacLean, University of Glasgow Business School.* Creating World Class OD through Collaboration: Blending the Roles of Internal Corporate Consulting and the University, *Therese Yaeger, Benedictine University, Philip Anderson, JohnsonDiversity Inc., Peter Sorensen, Benedictine University and Ghazala Ovaice, Abbott.* **PART III: INCREASING THE EFFECTIVENESS OF CLIENT-CONSULTANT COOPERATION.** Sharing Across Boundaries: The Dual Role of Being Both a Consultant and a Client, *Susan L. Sweem, Benedictine University.* Challenge as an Outsider - Know as an Insider: Client Experiences of Collaboration with Consultants, *Irene Skovgaard Smith, Copenhagen Business School.* The Need for Management Advisory Services: A Consequence of Institutionalization, Organization, and Trust, *Staffan Furusten, Stockholm School of Economics and Andreas Werr, Stockholm School of Economics.* **PART IV: TRUST AND POWER IN CONSULTING.** Mapping the Client's Political Terrain: A Model of Analysis for Consultants, *Alberto Zanzi, Suffolk University and Susan M. Adams, Bentley University.* Power Bases and Power Use in Consultancy, *Ben Emans, University of Groningen, Astrid Boogers - van Griethuijsen, University of Groningen, and Janka Stoker, University of Groningen.* You Can't Improvise on Nothin'': Attaining Trust in the Client-Consultant Relationship, *Lovisa Näslund, Stockholm School of Economics.* **About the Authors.**

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