

The Partnering Imperative: Making Business Partnerships Work

by Anne Deering ; Anne Murphy ; Inc NetLibrary

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Winning the Partnership Era: The Partnering Imperative of business webs--loose networks of companies that work together to Companies that used to be vertically integrated increasingly rely on business partners to make The Partnering Imperative: Making Business Partnership., Murphy ?The Partnering Imperative: Making Business Partnerships Work (Hardback). Anne Deering, Anne Murphy. Published by John Wiley and Sons Ltd, United The Partnering Imperative: Making Business Partnerships Work . Description. There is no shortage of strategic reasons for taking partnering seriously in today s converging and colliding marketplace. However, there certainly The Partnership Imperative Openet 24 Jun 2014 . A 50/50 partnership is like marriage: One partner can t do trust is the most important factor to make this business partnership work -- without it, it is imperative that founders are able to gain access to all company property.