



The Strategic Partnering Pocketbook: Building Strategic Partnerships and Alliances

By Tony Lendrum

McGraw-Hill Education - Europe, United States, 2005.
Paperback. Book Condition: New. 203 x 135 mm. Language: English . Brand New Book. The Strategic Partnering Pocketbook utilises easy to understand diagrams, cartoons/illustrations, check sheets, public and private sector mini case studies/quotes, as well as easy to read text to explain the principles, concepts and practices behind partnering and alliancing. The book also reviews the 0 to 10 Relationship Management matrix to put partnering and alliancing into context in terms of the other legitimate relationship approaches that can be taken.

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Reviews

Extensive information for book fans. It is written in basic words and never hard to understand. It is extremely difficult to leave it before concluding, once you begin to read the book.

-- **Otis Wisoky**

This publication is great. It is full of wisdom and knowledge. You will not really feel monotony at any time of the time (that's what catalogs are for relating to when you ask me).

-- **Dr. Everett Dicki DDS**