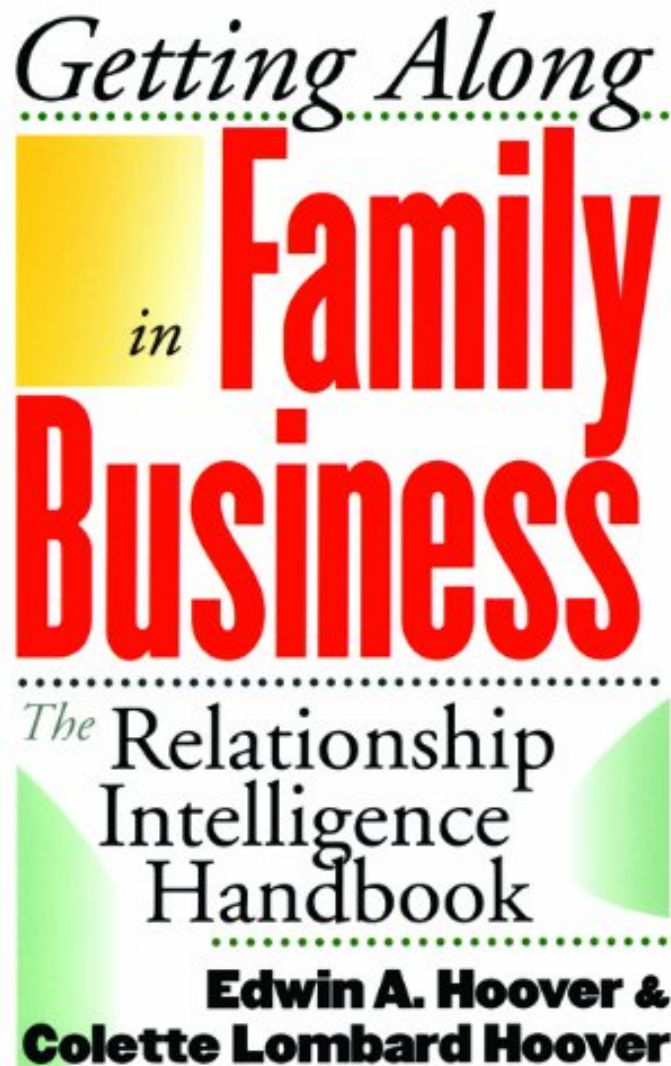


Getting Along in Family Business: The Relationship Intelligence Handbook

Edwin A. Hoover, Colette Lombard Hoover
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Edwin A. Hoover, Colette Lombard Hoover : Getting Along in Family Business: The Relationship Intelligence Handbook before purchasing it in order to gauge whether or not it would be worth my time, and all praised Getting Along in Family Business: The Relationship Intelligence Handbook:

This is a guide for business owning families and their professional advisors. The authors argue that the single most

important factor to the success of any business is relationship intelligence. The book aims to demonstrate how improved relationships translate into more effective leadership, ownership and ethics in business.

From Booklist Want to make your family business a success? If so, the Hoovers, psychologists and business consultants, believe you will need a high level of "Relationship Intelligence," which they define as understanding the unique emotional dynamics impacting businesses where the owners and employees are related. It's one thing, for instance, when a boss orders a worker to complete a task. Yet this apparently uncomplicated command takes on a wealth of emotional baggage when the boss is the father and the employee is his son. After Relationship Intelligence is explained, business examples are provided of when it's present and when absent. The authors then reveal how to strengthen those all-important relationships. Also discussed are inevitable situations where individuals pull in different directions and the qualities one needs to lead a family business. Quite a timely book, as an increasing number of families are attempting this business arrangement in their quest for the American Dream. Brian McCombie "Provides a practical guide for business-owning families and their professional advisers." - "Journal of Economic Literature" "With their book, "Getting Along in Family Business: The Relationship Intelligence Handbook, the Hoovers have provided family-run businesses a compass to navigate the challenges of these types of businesses." - "West Chicago Press" "A terrific book that many family businesses have benefited from...." - "Herald Press" "Ed and Colette Hoover bring a nice balance of common sense, professional experience, and science to that which many think is merely intuitive or preordained by the genes. As someone who wears several hats, I can say that the Hoovers have done a masterful job of describing the uniqueness of each perspective, and provide a good framework for insiders to follow. People serious about moving their family's business and family performance to the next level will find this book invaluable..---David Juday, Chairman and CEO, Ideal Industries "At the heart of family business continuity is the ability of the owning family to communicate about things that matter and then plan accordingly. And if you want to promote this kind of communication you have to invest in the relationships between family members. This is a book about how to invest where it matters most for the family. Read it and act on it.." -Ernesto Poza, Professor for the Practice of Family Business and Director Family Business Programs, Weatherhead School of Management, Case Western Reserve University e About the Author Edwin A. Hoover, Ph. D., C. M. C., is a licensed psychologist and is Associate Professor of Management at The American Colledge, Bryn Mawr, PA. Colette Lombard Hoover, M. S., comes from a business owning family, and speaks frequently to trade and business groups on family business issues. They are consultants and principals of LSi Resource for Family Business Management in Oakbrook Terrace, IL, providing relationship consulting services to established family businesses and their advisors, including Mass Mutual and the American Law Institute/ American Bar Association.