

True Professionalism: The Courage to Care About Your People, Your Clients, and Your Career / Simon and Schuster, 1999 / 1999 / 224 pages / David H. Maister /

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True Professionalism: The has been added to your Cart. Add a gift receipt for easy returns. Buy used! Part of the problem, I believe, lies in what people believe professionalism to be. As we have seen, real professionalism has little, if anything, to do with which business you are in, what role within that business you perform, or how many degrees you have. Rather, it implies a pride in work, a commitment to quality, a dedication to the interests of the client, and a sincere desire to help. Both of these are consequences of an unqualified dedication to excellence in serving clients and their needs. As Dale Carnegie wrote many years ago: "You'll have more fun and success helping other people achieve their goals than you will trying to reach your own goals." Find many great new & used options and get the best deals for True Professionalism: The Courage to Care About Your Clients and Career by David H. Maister (Hardback, 1997) at the best online prices at eBay! Free delivery for many products! It presents a reconception of professionalism that encompasses dedication to self-improvement, a personal commitment to excellence, and true service to clients. Product Identifiers. Publisher. True Professionalism: The Courage to Care about Your People, Your Clients, and Your Career. by David H. Maister and Charles H. Green. See Customer Reviews. He makes you think about what one should really focus on in your career and the benefits you can receive from your job. This book also guides an employee in explaining situations that will probably occur at some point in their working career. True Professionalism is a candid treasury of practical wisdom in which Maister expounds some eternal truths about the individual professional, the firm, and the client. Popular Categories. Children's.