



Leading Firms: How Great Professional Service Firms Succeed & How Your Firm Can Too

By David Kuhlman

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Leading a professional service firm is difficult enough in good times, and it is all the more risky in difficult ones. In *Leading Firms: How Great Professional Service Firms Succeed & How Your Firm Can Too* David Kuhlman, a highly respected management consultant to many of the world's top firms, gives an informed view on how those in professional services can achieve the same success as best-in-class firms. Most businesses claim that people are their most important asset, but Kuhlman explains that professional service firms are unique because their entire value chain consists of people who must differentiate themselves from competitors who often offer the same product in similar ways with near-identical messaging. *Leading Firms* is perfect for anyone who wants to explore their firm's potential and to better understand how the most successful firms in their industry arrived at their positions of leadership.

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Editorial Review

About the Author

Dave Kuhlman has twenty-five years of experience advising senior leaders at some of the world's most prominent professional service firms. A partner at Axiom Consulting Partners, Mr. Kuhlman has been published and quoted in Consulting Magazine, Consultants News, the National Law Journal and HR Magazine, among others. He also speaks frequently at professional service firms and professional forums, sharing knowledge and experience that ranges far from the conventional wisdom.

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