



# **Consulting to Family Businesses: Contracting, Assessment, and Implementation (J-B O-D (Organizational Development))**

*By Jane Hilburt-Davis, William G. Dyer*

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Jane Hilburt-Davis and W. Gibb Dyer-- two of the country's foremost experts in the field of family business-- offer in one comprehensive volume a systematic approach for developing the skills and competencies you need to consult with these unique systems. This practical, hands-on resource shows you how to manage each stage of the consulting process-- from the first contact to the last-- and reveals how to plan strategically and deal with the complex relationship issues that are commonplace in family businesses.

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### Editorial Review

#### Review

"...the book offers a sophisticated framework matched with ample resources." (*Consulting to Management*, Vol 15, no. 2; 6/1/2004)

#### Review

"The book is chock-full of thoughtful, practical advice for family enterprise consultants. From conceptual models elucidating the complexities of a family enterprise and the consultant's role in it, to specific interventions strategies for facilitating change—it is all here. The book is a must-read for those who aspire to become effective, trusted advisors to these systems." —Ivan Lansberg, senior partner, Lansberg, Gersick and Associates

"This is the book that those who work with family businesses have been waiting for. Rich in anecdote while at the same time building on the foundation of the existing body of knowledge, it offers a pragmatic, hands-on approach that will be welcomed by consultants of varying fields and levels of experience." —Jeffrey S. Wolfson, attorney, Goulston & Storrs, and Chairman Emeritus of the Northeastern University Center for Family Business

"I wish this book had been written many years ago. This is a indispensable resource for seasoned and beginning family business consultants alike." —Francois M. de Visscher, president, de Visscher & Co and board member, BEKAERT N.V.

"A sophisticated and comprehensive introduction to the richness and complexity of the consultation process when both family dynamics and business operations are center stage." —Mary F. Whiteside, Ann Arbor Center for the Family

"Finally, a book that is practical yet thought-provoking and not afraid to address difficult issues and topics. Hilbert-Davis and Dyer have made a seminal contribution to the field of family business consulting."  
—Karen L. Vinton, professor emeritus of business, Montana State University

#### From the Back Cover

Working with family businesses differs in many significant ways from consulting with non-family firms. How can you grow your consulting practice and develop the skills needed to work successfully with family businesses?

Jane Hilbert-Davis and W. Gibb Dyer—two of the country's foremost experts in the field of family business—offer in one comprehensive volume a systematic approach for developing the skills and competencies you need to consult with these unique systems. This practical, hands-on resource shows you how to manage each stage of the consulting process—from the first contact to the last—and reveals how to plan strategically and deal with the complex relationship issues that are commonplace in family businesses.

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**Fidel Auxier:**

Have you spare time for a day? What do you do when you have more or little spare time? Yes, you can choose the suitable activity regarding spend your time. Any person spent their spare time to take a go walking, shopping, or went to typically the Mall. How about open or maybe read a book allowed Consulting to Family Businesses: Contracting, Assessment, and Implementation (J-B O-D (Organizational Development))? Maybe it is being best activity for you. You realize beside you can spend your time with the favorite's book, you can cleverer than before. Do you agree with the opinion or you have different opinion?

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