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David Maister is well-known to readers of this blog. David was lead author on The Trusted Advisor along with myself and Rob Galford. A former Harvard Business School professor, he originally specialized in logistics and transportation (writing 8 books on those topics.)

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### **David Maister Wikipedia**

David H. Maister (born July 21, 1947) is a former Harvard Business School professor, American writer and expert on business management practices and the management of professional service firms. He is best known for writing *Managing the Professional Service Firm* and co-writing *The Trusted Advisor* with Charles H. Green and Robert M. Galford.

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THE TRUSTED ADVISOR by David H. Maister, Charles H. Green and Robert M. Galford THE COMPLETE SUMMARY The authors: David H. Maister is a leading authority on the management of professional service firms. Charles H. Green is a consultant and executive educator. Robert M. Galford is Executive Vice President and Chief People Officer of Digitas, Inc., a leading internet professional services

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