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ASAP Strategic Alliance Management Development Guide Page 5 III. ALLIANCE MANAGEMENT JOB DESCRIPTIONS We recognize that role definition and titles vary widely around the world and in different companies, so please note that the roles in this section are intended as guidelines and the titles are examples.

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It is an extremely useful tool that can be used by alliance leadership and practitioners to support execution in the marketplace.--- John Sweeny, Alliance Program Director Deloitte. About the Author. Mike Nevin is the founder and first chairman of ASAP Europe, The Association of Strategic Alliance Professionals.

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The ASAP Practitioner's Guide is the third edition of the guide that consists of 300 pages of information and helpful sheets for strategic alliance professionals. It has over 30 contributors and is the go-to resource for strategic alliance professionals. I partnered with Greg Caulton to design the entirety of this practitioner's guide.

ASAP Practitioner's Guide - Ben Olson Design

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