FITZSIMMONS AND FITZSIMMONS SERVICE MANAGEMENT 7TH EDITION

FITZSIMMONS AND FITZSIMMONS SERVICE MANAGEMENT 7TH EDITION BEYOND THE TEXTBOOK NAVIGATING THE EVOLVING LANDSCAPE OF SERVICE MANAGEMENT WITH FITZSIMMONS FITZSIMMONS 7TH EDITION THE 7TH EDITION OF SERVICE MANAGEMENT OPERATIONS STRATEGY AND INFORMATION TECHNOLOGY BY JAMES A FITZSIMMONS AND MONA | FITZSIMMONS REMAINS A CORNERSTONE TEXT IN THE FIELD PROVIDING A ROBUST FRAMEWORK FOR UNDERSTANDING AND OPTIMIZING SERVICE OPERATIONS HOWEVER IN THE RAPIDLY EVOLVING LANDSCAPE OF DIGITAL TRANSFORMATION CLOUD ADOPTION AND THE RISE OF AI SIMPLY READING THE TEXTBOOK IS NO LONGER SUFFICIENT THIS ARTICLE DIVES DEEPER LEVERAGING THE FOUNDATION LAID BY FITZSIMMONS FITZSIMMONS TO EXPLORE CONTEMPORARY CHALLENGES AND OPPORTUNITIES INCORPORATING INDUSTRY TRENDS COMPELLING CASE STUDIES AND EXPERT INSIGHTS BEYOND THE BASICS ADDRESSING THE MODERN SERVICE LANDSCAPE FITZSIMMONS FITZSIMMONS PROVIDE A COMPREHENSIVE OVERVIEW OF SERVICE MANAGEMENT PRINCIPLES COVERING AREAS LIKE SERVICE DESIGN DELIVERY AND IMPROVEMENT THE 7TH EDITION EFFECTIVELY INTEGRATES THE ITIL FRAMEWORK A WIDELY ACCEPTED BEST PRACTICE FOR IT SERVICE MANAGEMENT LAYING A SOLID GROUNDWORK FOR STUDENTS AND PROFESSIONALS ALIKE HOWEVER THE BOOKS STRENGTH LIES IN ITS ABILITY TO TRANSCEND THE PURELY TECHNICAL IT EMPHASIZES THE CRUCIAL INTERSECTION OF SERVICE OPERATIONS WITH BROADER ORGANIZATIONAL STRATEGY AND CUSTOMER EXPERIENCE THIS HOLISTIC APPROACH REMAINS VITALLY IMPORTANT IN TODAYS INTERCONNECTED WORLD INDUSTRY TREND 1 THE RISE OF THE EXPERIENCE ECONOMY FITZSIMMONS FITZSIMMONS RIGHTLY STRESS THE IMPORTANCE OF CUSTOMER SATISFACTION BUT THE LANDSCAPE HAS SHIFTED WEVE MOVED BEYOND MERE SATISFACTION TO THE EXPERIENCE ECONOMY WHERE CUSTOMERS CRAVE MEMORABLE AND PERSONALIZED INTERACTIONS THIS NECESSITATES A SHIFT FROM TRADITIONAL SERVICE METRICS TO THOSE THAT CAPTURE THE EMOTIONAL IMPACT OF THE SERVICE ENCOUNTER CASE STUDY CONSIDER A LEADING TELECOMMUNICATIONS COMPANY THAT REDESIGNED ITS CUSTOMER SERVICE PROCESSES BASED ON CUSTOMER IOURNEY MAPPING BY IDENTIFYING PAIN POINTS AND PROACTIVELY ADDRESSING THEM THEY ACHIEVED A SIGNIFICANT INCREASE IN CUSTOMER LOYALTY AND A REDUCTION IN CHURN DIRECTLY IMPACTING THEIR BOTTOM LINE THIS ALIGNS WITH THE BOOKS EMPHASIS ON UNDERSTANDING CUSTOMER NEEDS AND ALIGNING SERVICE OFFERINGS ACCORDINGLY INDUSTRY TREND 2 THE POWER OF AI AND AUTOMATION THE BOOKS DISCUSSION ON PROCESS 2 IMPROVEMENT FINDS RENEWED RELEVANCE IN THE AGE OF AIPOWERED AUTOMATION RPA ROBOTIC PROCESS AUTOMATION AND AIDRIVEN CHATBOTS ARE TRANSFORMING SERVICE DELIVERY ALLOWING FOR FASTER RESPONSE TIMES INCREASED EFFICIENCY AND REDUCED OPERATIONAL COSTS EXPERT QUOTE THE FUTURE OF SERVICE MANAGEMENT LIES IN INTELLIGENTLY LEVERAGING AI TO AUGMENT HUMAN CAPABILITIES NOT REPLACE THEM ENTIRELY THIS REQUIRES A STRATEGIC SHIFT IN SKILLS AND A NEW APPROACH TO PROCESS DESIGN DR ANYA PETROVA PROFESSOR OF AI AND OPERATIONS MANAGEMENT UNIVERSITY OF CALIFORNIA BERKELEY HYPOTHETICAL QUOTE FOR ILLUSTRATIVE PURPOSES INDUSTRY TREND 3 THE IMPORTANCE OF AGILE AND DEVOPS THE BOOKS FOCUS ON CONTINUOUS IMPROVEMENT ALIGNS SEAMLESSLY WITH THE PRINCIPLES OF AGILE AND DEVOPS METHODOLOGIES THESE FRAMEWORKS EMPHASIZE ITERATIVE DEVELOPMENT COLLABORATION AND RAPID FEEDBACK LOOPS CRUCIAL FOR ADAPTING TO THE EVERCHANGING DEMANDS OF THE DIGITAL AGE ADOPTING THESE METHODOLOGIES ALLOWS ORGANIZATIONS TO DELIVER SERVICES FASTER MORE EFFICIENTLY AND WITH GREATER CUSTOMER RESPONSIVENESS CASE STUDY NETFLIXS EMBRACE OF DEVOPS ALLOWS THEM TO DEPLOY CODE MULTIPLE TIMES A DAY ENSURING RAPID INNOVATION AND IMMEDIATE RESPONSE TO CUSTOMER FEEDBACK THIS AGILE APPROACH TO SERVICE DELIVERY MIRRORS THE ITERATIVE IMPROVEMENT CYCLES CHAMPIONED BY FITZSIMMONS FITZSIMMONS BEYOND THE TEXTBOOK APPLYING THE PRINCIPLES THE REAL VALUE OF SERVICE MANAGEMENT BY FITZSIMMONS FITZSIMMONS COMES FROM ITS APPLICATION IT PROVIDES A CONCEPTUAL FRAMEWORK THE CHALLENGE LIES IN ADAPTING THESE PRINCIPLES TO THE UNIQUE CONTEXT OF YOUR ORGANIZATION THIS REQUIRES DATADRIVEN DECISIONMAKING LEVERAGING METRICS AND ANALYTICS TO TRACK PERFORMANCE IDENTIFY BOTTLENECKS AND MEASURE THE EFFECTIVENESS OF SERVICE IMPROVEMENTS THE BOOK PROVIDES THE THEORETICAL GROUNDWORK REALWORLD APPLICATION DEMANDS A ROBUST DATA ANALYTICS STRATEGY CROSSFUNCTIONAL COLLABORATION EFFECTIVE SERVICE MANAGEMENT NECESSITATES COLLABORATION ACROSS DEPARTMENTS BREAKING DOWN SILOS TO ENSURE SEAMLESS SERVICE DELIVERY THE BOOK EMPHASIZES THE IMPORTANCE OF A HOLISTIC APPROACH TRANSCENDING DEPARTMENTAL BOUNDARIES CONTINUOUS LEARNING AND ADAPTATION THE SERVICE LANDSCAPE IS DYNAMIC ORGANIZATIONS MUST EMBRACE CONTINUOUS IMPROVEMENT LEVERAGING FEEDBACK AND ADAPTING THEIR STRATEGIES TO MEET EVOLVING CUSTOMER NEEDS AND TECHNOLOGICAL ADVANCEMENTS CALL TO ACTION DONT JUST READ SERVICE MANAGEMENT BY FITZSIMMONS FITZSIMMONS LIVE IT USE THE PRINCIPLES OUTLINED IN THE BOOK AS A SPRINGBOARD FOR INNOVATION AND IMPROVEMENT WITHIN YOUR 3 ORGANIZATION EMBRACE DATADRIVEN DECISIONMAKING FOSTER CROSSFUNCTIONAL COLLABORATION AND CULTIVATE A CULTURE OF CONTINUOUS LEARNING THE FUTURE OF SERVICE MANAGEMENT BELONGS TO THOSE WHO ACTIVELY ADAPT AND INNOVATE 5 THOUGHTPROVOKING FAQS 1 HOW CAN WE APPLY THE CONCEPTS OF SERVICE BLUEPRINTING IN A FULLY REMOTE WORK ENVIRONMENT CONSIDER THE DIGITAL TOUCHPOINTS AND COMMUNICATION CHANNELS INVOLVED IN A REMOTE SERVICE INTERACTION BLUEPRINTING NEEDS TO ACCOUNT FOR THESE UNIQUE ASPECTS 2 HOW CAN Alpowered tools be ethically and responsibly integrated into service management processes to avoid job displacement concerns Focus on augmenting HUMAN CAPABILITIES RATHER THAN REPLACING THEM INVEST IN EMPLOYEE RETRAINING AND UPSKILLING TO LEVERAGE AIS POTENTIAL ALONGSIDE HUMAN EXPERTISE 3 HOW DO WE MEASURE THE SUCCESS OF SERVICE IMPROVEMENTS BEYOND TRADITIONAL METRICS LIKE COST AND EFFICIENCY INCORPORATE METRICS THAT REFLECT CUSTOMER EXPERIENCE SUCH AS NET PROMOTER SCORE NPS AND CUSTOMER SATISFACTION CSAT SCORES 4 WHAT ARE THE KEY CHALLENGES IN IMPLEMENTING AGILE AND DEVOPS PRINCIPLES IN A LARGE ESTABLISHED ORGANIZATION WITH LEGACY SYSTEMS START WITH SMALL PILOT PROJECTS TO PROVE THE VALUE AND THEN GRADUALLY SCALE UP ADOPTION ADDRESS CULTURAL RESISTANCE THROUGH TRAINING AND COMMUNICATION 5 HOW CAN WE ENSURE SERVICE MANAGEMENT STRATEGIES REMAIN RESILIENT IN THE FACE OF UNEXPECTED DISRUPTIONS LIKE GLOBAL PANDEMICS OR NATURAL DISASTERS DEVELOP ROBUST BUSINESS CONTINUITY AND DISASTER RECOVERY PLANS THAT INCORPORATE FLEXIBLE AND ADAPTABLE SERVICE DELIVERY MODELS BY GOING BEYOND THE PAGES OF FITZSIMMONS FITZSIMMONS AND ACTIVELY ENGAGING WITH THE CONCEPTS PRESENTED ORGANIZATIONS CAN NAVIGATE THE COMPLEXITIES OF THE MODERN SERVICE LANDSCAPE ACHIEVE OPERATIONAL EXCELLENCE AND DELIVER EXCEPTIONAL CUSTOMER EXPERIENCES THE BOOK PROVIDES THE FOUNDATION YOUR ACTION BUILDS THE FUTURE

MANAGEMENT 7TH ED.MANAGEMENT, 7TH ASIA-PACIFIC EDITIONMANAGEMENT PDF EBOOK 7TH EDITIONBUSINESS MANAGEMENTNURSING HOME ADMINISTRATION, SEVENTH EDITIONSPIRITUALITY, LEADERSHIP AND MANAGEMENT, SEVENTH NATIONAL CONFERENCE PROCEEDINGSSTRATEGIC MANAGEMENT CONCEPTS, 7TH ED.INTERNATIONAL BUSINESS, SEVENTH EDITIONMETHODS OF IT PROJECT MANAGEMENT, FIFTH EDITIONPRINCIPLES OF MANAGEMENTGENERAL MANAGEMENT, 2ND EDITIONPRINCIPLES AND PRACTICE OF SPORT MANAGEMENT WITH NAVIGATE ADVANTAGE ACCESSTHE PROMOTION AND MARKETING OF HUMAN RESOURCE MANAGEMENTSUSTAINABLE SUPPLY CHAIN MANAGEMENTMANAGING FASHIONSALES MANAGEMENTGLOBAL STANDARDS 6TH EDITIONSOUTH AFRICAN HUMAN RESOURCE MANAGEMENTCONSTRUCTION PROJECT MANAGER'S POCKET BOOKCHANGE MANAGEMENT IN INFORMATION ORGANIZATIONS STEPHEN P. ROBBINS JOHN R. SCHERMERHORN, JR. DAVID BODDY HANNIE BADENHORST-WEISS JAMES E. ALLEN SPIRITUALITY, LEADERSHIP AND MANAGEMENT. NATIONAL CONFERENCE PROCEEDINGS HITT CHERUNILAM, FRANCIS JEFFREY L. BREWER PETER

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ELDENBURG S MANAGEMENT IS AN INTRODUCTORY TEXT THAT FOCUSES ON PRESENTING CONTENT IN AN EASY TO UNDERSTAND WAY THAT ENCOURAGES STUDENTS TO THINK CRITICALLY AND DRAW CONNECTIONS BETWEEN THEORY AND PRACTICE THIS NEW SEVENTH EDITION HAS A STRENGTHENED FOCUS ON TECHNOLOGY AND FEATURES HAVE BEEN UPDATED TO HELP STUDENTS FURTHER CONSOLIDATE THEIR KNOWLEDGE THIS INCLUDES VARIOUS FORMS OF REVISION MATERIALS SUCH AS AUTO GRADED KNOWLEDGE CHECK QUESTIONS AND SELF SKILL ASSESSMENT THERE IS ALSO A BROAD VARIETY OF CONCISE CASE STUDIES INCLUDING NEW ONES WITH A STRATEGIC FOCUS WHICH ENABLE INSTRUCTORS TO HAVE THOUGHT PROVOKING AND ENGAGING TUTORIALS AN EXCITING ADDITION TO THE INTERACTIVE E TEXT ARE THE NEW ANZ VIDEOS THAT FEATURE A DIVERSE GROUP OF MANAGEMENT THOUGHT LEADERS WHO GIVE INSIGHTS AND TALES FROM THE FRONT THIS WILL PROVIDE SUPPLEMENTARY CONTENT FOR LECTURES OR SERVE AS PRE WORK FOR A FLIPPED CLASSROOM

DAVID BODDY S MARKET LEADING TEXT IS THE ONE GUIDE TODAY S STUDENTS AND TOMORROW S MANAGERS NEED TO READ A COMPREHENSIVE INTRODUCTION TO THE THEMES AND FUNCTIONS OF MANAGEMENT THIS BOOK IS AN ACCESSIBLE AND ACADEMICALLY RIGOROUS GUIDE THROUGH THE FIELD IT TAKES AN INTRODUCTORY APPROACH TO THE STUDY OF MANAGEMENT WHICH MAKES IT THE IDEAL TEXT TO ACCOMPANY A FIRST COURSE IN MANAGEMENT EITHER AS AN UNDERGRADUATE OR POSTGRADUATE THE FULL TEXT DOWNLOADED TO YOUR COMPUTER WITH EBOOKS YOU CAN SEARCH FOR KEY CONCEPTS WORDS AND PHRASES MAKE HIGHLIGHTS AND NOTES AS YOU STUDY SHARE YOUR NOTES WITH FRIENDS EBOOKS ARE DOWNLOADED TO YOUR COMPUTER AND ACCESSIBLE EITHER OFFLINE THROUGH THE BOOKSHELF AVAILABLE AS A FREE DOWNLOAD AVAILABLE ONLINE AND ALSO VIA THE IPAD AND ANDROID APPS UPON PURCHASE YOU LL GAIN INSTANT ACCESS TO THIS EBOOK TIME LIMIT THE EBOOKS PRODUCTS DO NOT HAVE AN EXPIRY DATE YOU WILL CONTINUE TO ACCESS YOUR DIGITAL EBOOK PRODUCTS WHILST YOU HAVE YOUR BOOKSHELF INSTALLED

THE WORLD IS IN A CONSTANT STATE OF FLUX AND THIS INFLUENCES THE OPERATIONS OF EVERY BUSINESS AND ORGANISATION BUSINESS MANAGEMENT A CONTEMPORARY APPROACH DEALS WITH THESE CHANGES BY COVERING THE FUNCTIONS OF A BUSINESS OR AN ORGANISATION AND THEN ADDRESSING THE CONTEMPORARY ISSUES THAT AFFECT THEM THESE ISSUES INCLUDE GLOBALISATION CORPORATE ENTREPRENEURSHIP AND CITIZENSHIP CREDIT DIVERSITY AND HIV AIDS EVERY STUDENT OF BUSINESS AND

BUSINESS MANAGER NEEDS TO UNDERSTAND THE IMPORTANCE OF THESE ISSUES AND THEIR INFLUENCE ON THE OPERATIONS OF A BUSINESS BUSINESS MANAGEMENT A CONTEMPORARY APPROACH ALSO HIGHLIGHTS THE INTERDEPENDENCY BETWEEN THE VARIOUS BUSINESS FUNCTIONS THIS INTERDEPENDENCY IS VERY IMPORTANT FOR A BUSINESS OR ORGANISATION TO OPERATE AS A WHOLE

SIXTH EDITION NAMED A 2013 DOODY S ESSENTIAL PURCHASE A DETAILED ROAD MAP OF ESSENTIAL KNOWLEDGE FOR OBTAINING LICENSURE AND EMPLOYMENT AS A NURSING HOME ADMINISTRATOR THE SEVENTH EDITION OF THIS CLASSIC TEXT IS UPDATED TO REFLECT THE 2014 NATIONAL ASSOCIATION OF BOARDS OF EXAMINERS OF NURSING HOME ADMINISTRATORS NAB DOMAINS OF PRACTICE WITH MORE THAN 50 NEW TOPICS IT COMPREHENSIVELY ADDRESSES ALL NEW REGULATIONS FOR MANAGING A NURSING FACILITY ALONG WITH A DETAILED OVERVIEW OF THE SKILLS AND KNOWLEDGE REQUIRED TO BE A SUCCESSFUL ADMINISTRATOR THE SEVENTH EDITION RESPONDS TO THE MANY CHANGES THAT HAVE RECENTLY OCCURRED IN THE LONG TERM CARE FIELD IT PROVIDES A COMPLETELY NEW MINIMUM DATA SET 3 0 MDS 2015 FEDERAL REQUIREMENTS FOR ELECTRONIC RECORDS THE NEW INTERNATIONAL CLASSIFICATION OF DISEASES TENTH REVISION CLINICAL MODIFICATION ICD 10 cm New QUALITY MEASURES UPDATED INSTRUCTIONS FOR MAKING DATA AS PER THE CENTERS FOR MEDICARE AND MEDICAID THE IMPACTS OF THE AFFORDABLE CARE ACT ACA AND SEVERAL NEW FEDERAL REGULATIONS THE SEVENTH EDITION CLEARLY DESCRIBES WHAT NURSING HOME MANAGERS DO HOW THEY THINK AND HOW THEY LEAD IT BREAKS DOWN THE ART OF MANAGEMENT INTO ITS BASIC TASKS FORECASTING PLANNING ORGANIZING STAFFING DIRECTING CONTROLLING QUALITY INNOVATING AND MARKETING AND EXAMINES THEM IN DEPTH THE TEXT PINPOINTS ALL OF THE SEPARATE COMPONENTS OF NURSING HOME ADMINISTRATION MANAGEMENT HUMAN RESOURCES TEAM DYNAMICS CONFLICT RESOLUTION FINANCE AND BUSINESS INDUSTRY LAWS AND REGULATIONS AND PATIENT CARE AND DESCRIBES HOW THEY FIT TOGETHER TO FORM THE COORDINATED ACTIVITY SET REQUIRED OF A SUCCESSFUL NURSING HOME ADMINISTRATOR ABUNDANT REAL LIFE CASE STUDIES CHAPTER OBJECTIVES AND CRITICAL THINKING QUESTIONS GREATLY ENHANCE LEARNING MASTERING THIS TEXT WILL PREPARE STUDENTS TO TAKE AND PASS WITH A DEPTH OF UNDERSTANDING THE NATIONALLY REQUIRED NAB EXAMINATION NEW TO THE SEVENTH EDITION 2014 updated nab domains of practice management human resources finance environment and resident care introduces over 50 NEW TOPICS INCLUDING TEAM DYNAMICS CONFLICT RESOLUTION AND BASIC PRINCIPLES OF NURSING AND SOCIAL WORK VAST CHANGES WROUGHT BY NEW TECHNOLOGY AND PATIENT DATA NEW INFORMATION ON SAFETY AND DISASTER PREPAREDNESS UPDATES SIGNS AND SYMPTOMS OF ABUSE NEGLECT AND EXPLOITATION PROVIDES NEW TECHNOLOGY VOCABULARY REORGANIZED FOR QUICK ACCESS TO INFORMATION A COMPLETELY NEW MINIMUM DATA SET 3 0 MDS 2015 FEDERAL REQUIREMENTS FOR ELECTRONIC RECORDS INTERNATIONAL CLASSIFICATION OF DISEASES TENTH REVISION CLINICAL MODIFICATION ICD 10 CM NEW QUALITY MEASURES IMPACTS OF THE ACA ON LONG TERM CARE UPDATED TABLES AND FIGURES NEW FEDERAL REGULATIONS FOR QUALITY OF CARE APPROACHES FOR RESIDENTS WITH DEMENTIA ADDITIONAL MEDICATION ISSUES INFECTION CONTROL RESIDENTS RIGHTS TO ESTABLISH ADVANCE DIRECTIVES AND DEFINING UNNECESSARY DRUGS KEY FEATURES PROVIDES IN DEPTH COVERAGE OF ALL ASPECTS OF NURSING HOME ADMINISTRATION INCLUDES CURRENT DATA ON THE FIELD OF LONG TERM CARE REPLETE WITH REAL LIFE CASE STUDIES LEARNING OBJECTIVES AND CRITICAL THINKING QUESTIONS FORMATTED ACCORDING TO LICENSING EXAMINATION AND GUIDELINES OF THE NATIONAL ASSOCIATION OF BOARDS OF EXAMINERS OF NURSING HOME ADMINISTRATORS PREPARES STUDENTS FOR THE NATIONALLY REQUIRED NAB EXAM ACCOMPANYING INSTRUCTOR S MANUAL

STRATEGIC MANAGEMENT COMPETITIVENESS AND GLOBALIZATION 7TH EDITION PROVIDES THE MOST ACCURATE RELEVANT AND COMPLETE PRESENTATION OF STRATEGIC MANAGEMENT TODAY EACH EDITION IS THOROUGHLY UPDATED TO INCLUDE CUTTING EDGE RESEARCH AND TRENDS THAT ARE SHAPING BUSINESS STRATEGY THE AUTHORS GUIDE STUDENTS THROUGH THE STRATEGIC MANAGEMENT PROCESS USING A UNIQUE MODEL THAT BLENDS THE CLASSIC INDUSTRIAL ORGANIZATIONAL MODEL WITH THE

RESOURCE BASED VIEW OF THE FIRM TO EXPLAIN HOW FIRMS USE THE STRATEGIC MANAGEMENT PROCESS TO BUILD A SUSTAINED COMPETITIVE ADVANTAGE THROUGHOUT THE TEXT CAREFULLY SELECTED EXAMPLES AND HIGHLIGHTS HELP PUT THE IDEAS PRESENTED INTO CONTEXT THE TEXT S STUNNING FOUR COLOR DESIGN ILLUSTRATIVE MODELS AND FIGURES ALSO HELPS TO FOCUS STUDENTS ATTENTION ON THE KEY POINTS IN ADDITION TO THE CONCEPTS PORTION THE TEXT INCLUDES 35 COMPELLING CASE STUDIES OR YOU CAN EASILY BUILD YOUR OWN CASE SELECTIONS FROM PREMIER PROVIDERS SUCH AS HARVARD IVEY AND DARDEN

BUSINESS IS INCREASINGLY BECOMING GLOBAL IN ITS SCOPE ORIENTATION AND STRATEGIC INTENT THIS BOOK BY A RENOWNED AUTHOR PROVIDES A COMPREHENSIVE YET CONCISE EXPOSITION OF THE SALIENT FEATURES TRENDS AND INTRICACIES OF INTERNATIONAL BUSINESS THE SUBJECT MATTER IS PRESENTED IN A LUCID AND SUCCINCT STYLE SO THAT EVEN THOSE WHO DO NOT HAVE A BASIC KNOWLEDGE OF THE SUBJECT CAN EASILY UNDERSTAND IT THE TEXT IS ENRICHED AND MADE MORE INTERESTING BY A NUMBER OF ILLUSTRATIVE DIAGRAMS TABLES AND INSIGHTFUL BOXES OF EXAMPLES ANOTHER SIGNIFICANT FEATURE IS THE PROFUSE REFERENCES TO INDIAN CONTEXTS AND EXAMPLES NEW TO THE EDITION THE SEVENTH EDITION OF THE BOOK IS CHARACTERISED BY RESTRUCTURING OF THE CONTENTS MAKING IT CONCISE REVISION OF DATA AND ILLUSTRATIONS ADDITION OF LATEST INFORMATION AND REVISIONS IN THE CHAPTERS WHEREVER NECESSARY INTRODUCTION OF TWO NEW CASE STUDIES ON GLOBALIZATION OF POP CULTURE AND TRIALS TRIBULATIONS AND TRIUMPHS OF P G BESIDES UPDATING THE REMAINING CASES TARGET AUDIENCE MBA B COM AND M COM MA ECONOMICS

DESIGNED FOR GRADUATE ADVANCED UNDERGRADUATE AND PRACTITIONER PROJECT MANAGEMENT COURSES WITH AN INFORMATION TECHNOLOGY FOCUS METHODS OF IT PROJECT MANAGEMENT IS DESIGNED AROUND THE PROJECT MANAGEMENT BODY OF KNOWLEDGE PMBOK INCORPORATING MATERIAL FROM THE LATEST SEVENTH EDITION WHILE STILL MAINTAINING THE BOOK S PROCESS APPROACH THE TEXT PROVIDES STUDENTS WITH ALL THE CONCEPTS TECHNIQUES ARTIFACTS AND METHODS FOUND IN THE LEADING PROJECT MANAGEMENT REFERENCE BOOKS AND MODERN DEVELOPMENT METHODOLOGIES AGILE HYBRID AND TRADITIONAL WHILE ALSO CONVEYING PRACTICAL KNOWLEDGE THAT CAN IMMEDIATELY BE APPLIED IN REAL WORLD SETTINGS THIS BOOK UNIQUELY INTEGRATES CUTTING EDGE KNOWLEDGE AND TECHNIQUES FROM THE INDUSTRY ENSURING THAT READERS ARE EQUIPPED WITH THE MOST CURRENT AND RELEVANT SKILLS UNLIKE OTHER BOOKS IN THIS AREA THE MATERIAL IS ORGANIZED ACCORDING TO THE SEQUENCE OF A GENERIC PROJECT LIFE CYCLE FROM PROJECT SELECTION TO INITIATION PLANNING EXECUTION CONTROL AND ITERATION OR PROJECT CLOSEOUT FOLLOWING THIS LIFE CYCLE APPROACH AS OPPOSED TO COVERING THE MATERIAL BY KNOWLEDGE AREA OR PROJECT PERFORMANCE DOMAIN ALLOWS NEW LEARNERS TO SIMULTANEOUSLY STUDY PROJECT MANAGEMENT CONCEPTS AND METHODS AS THEY DEVELOP SKILLS THEY CAN USE IMMEDIATELY DURING AND UPON COMPLETION OF THE COURSE THE TEXT S STRUCTURE ALSO ALLOWS DIFFERENT PROGRAMS TO USE THE BOOK DURING REAL WORLD PROJECTS

THIS TEXTBOOK PRESENTS AN OVERVIEW OF HOW THE ACTIVITIES OF AN ORGANISATION CAN BE MANAGED TO SATISFY THE NEEDS OF STAKEHOLDERS THROUGH THE COST EFFECTIVE OPERATIONALLY EFFICIENT AND SUSTAINABLE TRANSFORMATION OF RESOURCES INTO OUTPUTS TAKING AN INTERDISCIPLINARY APPROACH THE AUTHORS SHOW THE RELATIONSHIP BETWEEN MANAGEMENT AND ECONOMICS AND WITHIN THIS FRAMEWORK PRESENT THE KEY AREAS OF MANAGEMENT ACTIVITY THE BOOK EXPLAINS THE CONNECTIONS BETWEEN THESE AREAS AND PROVIDES TOOLS AND INSTRUMENTS FOR SUCCESSFUL MANAGEMENT THE BOOK S APPROACH AND CONTENT IS RELEVANT FOR ALL KINDS OF ORGANISATION PRIVATE OR PUBLIC SECTOR SERVICE OR MANUFACTURING NON PROFIT LARGE OR SMALL EACH CHAPTER PROVIDES CASES TO ILLUSTRATE WHAT HAS BEEN DISCUSSED AND SOME QUESTIONS TO TEST COMPREHENSION THROUGHOUT THE BOOK IS A CONTINUING PROJECT IN WHICH THE READER IS PUT IN THE POSITION OF OWNING THEIR OWN BUSINESS AND MUST THINK AND MAKE DECISIONS ABOUT WHAT THE CHAPTER HAS DISCUSSED THE BOOK COMBINES ANGLO AMERICAN AND GERMAN

APPROACHES TO MANAGEMENT AND MANAGEMENT STUDIES MAKING IT A VALUABLE RESOURCE BOTH FOR THOSE WHO ARE STUDYING MANAGEMENT AND THOSE WHO ARE WORKING AS MANAGERS

PRINCIPLES AND PRACTICE OF SPORT MANAGEMENT PROVIDES STUDENTS WITH THE FOUNDATION THEY NEED TO PREPARE FOR A VARIETY OF SPORT MANAGEMENT CAREERS INTENDED FOR USE IN INTRODUCTORY SPORT MANAGEMENT COURSES AT THE UNDERGRADUATE LEVEL THE FOCUS OF THIS TEXT IS TO PROVIDE AN OVERVIEW OF THE SPORT INDUSTRY AND COVER BASIC FUNDAMENTAL KNOWLEDGE AND SKILL SETS OF THE SPORT MANAGER AS WELL AS TO PROVIDE INFORMATION ON SPORT INDUSTRY SEGMENTS FOR POTENTIAL EMPLOYMENT AND CAREER OPPORTUNITIES

HUMAN RESOURCE MANAGEMENT AS AN APPLIED SUPPORT BUSINESS DISCIPLINE IS RESPONSIBLE FOR THE PEOPLE MANAGEMENT TO CONTRIBUTE TO THE EFFECTIVENESS OF AN ENTERPRISE AND IS ALSO RESPONSIBLE FOR SOCIAL CHANGE THROUGH ORGANIZATIONS THAT ACT UPON SOCIETY AND THIS IS THE CORE THEME OF THE BOOK HR MUST BE SEEN AS A PARTNER TO THE SOCIAL CHANGE FROM A PERSPECTIVE THAT IS WIDER THAN ONESELF AND THE ORGANIZATION FROM THE CONVENTIONAL WISDOM HR EXISTS TO SERVE THE BEST INTEREST OF THE ORGANIZATION WHICH CANNOT BE ARGUED BUT THE TIME HAS COME WHERE THE HR PROFESSIONALS HAVE MATURED WITH THE PASSAGE OF TIME RECOGNIZED AS A KEY PLAYER AND ACKNOWLEDGED JUSTLY THE PRACTITIONER OF THIS DISCIPLINE HAS A RESPONSIBILITY TOWARD THE SOCIETY AND AS CORE SOCIO ORGANIZATIONAL FUNCTION IT IS ABOUT TIME TO LOOK AT THE BIG PICTURE SOCIETY

SUSTAINABLE SUPPLY CHAIN MANAGEMENT DIVES INTO CREATING ECO FRIENDLY AND SOCIALLY RESPONSIBLE SUPPLY CHAINS EDITED BY EXPERTS THIS GUIDE EXPLORES SUSTAINABLE PRACTICES ACROSS ALL STAGES OF A SUPPLY CHAIN FROM SOURCING MATERIALS TO DELIVERING PRODUCTS WE EMPHASIZE REDUCING ENVIRONMENTAL IMPACT PROMOTING ETHICAL LABOR PRACTICES AND REALIZING ECONOMIC BENEFITS THROUGH COLLABORATION AMONG SUPPLIERS CUSTOMERS AND GOVERNMENTS THE BOOK ALSO FOCUSES ON RISK MANAGEMENT AND RESILIENCE OFFERING STRATEGIES TO IDENTIFY AND MITIGATE DISRUPTIONS LIKE NATURAL DISASTERS OR ECONOMIC DOWNTURNS WE HIGHLIGHT THE IMPORTANCE OF ADAPTABLE SUPPLY CHAINS CAPABLE OF RECOVERING FROM CHALLENGES ADDITIONALLY THE ROLE OF TECHNOLOGY IN SUSTAINABILITY IS EXPLORED INCLUDING BLOCKCHAIN ARTIFICIAL INTELLIGENCE DATA ANALYTICS RENEWABLE ENERGY AND 3D PRINTING AS KEY INNOVATIONS ENHANCING SUPPLY CHAIN EFFICIENCY AND VISIBILITY SUSTAINABLE SUPPLY CHAIN MANAGEMENT IS AN INVALUABLE RESOURCE FOR SUPPLY CHAIN MANAGERS AND SUSTAINABILITY PRACTITIONERS PROVIDING PRACTICAL GUIDANCE TO BUILD RESPONSIBLE FUTURE PROOF SUPPLY CHAINS THAT BENEFIT BOTH THE ENVIRONMENT AND SOCIETY

THE FASHION INDUSTRY IS A MULTIBILLION DOLLAR GLOBAL INDUSTRY WITH A VARIETY OF ORGANIZATIONAL STRUCTURES AND A MULTITUDE OF CHALLENGES SUCH SCOPE TRIGGERED THE RECENT RISE IN MANAGEMENT PROGRAMS IN THE U S AND EUROPE AIMING TO PRODUCE AND TRAIN YOUNG MANAGERS TO MEET SUCH GLOBAL AND DIVERSE CHALLENGES MANAGING FASHION COVERS THE FASHION BUSINESS WITH A TWIST A MANAGEMENT TWIST ITS GOAL IS TO TACKLE THE TOPICS FROM A FASHION MANAGER PERSPECTIVE REFERENCING RELEVANT MANAGEMENT CONCEPTS AND THEORIES THUS OFFERING A DEEPER AND MORE PRACTICAL DIMENSION TO THE ISSUES ADDRESSED IT OFFERS A BALANCED MIX OF FASHION AND MANAGEMENT THEORY AND APPLICATION AS WELL AS CREATING AN OPPORTUNITY FOR ANALYSIS AND CRITICAL THINKING DISCUSSIONS THROUGHOUT THE BOOK ARE SUPPORTED BY SPECIALLY DEVELOPED CASE STUDIES AND RELEVANT EXAMPLES TAKEN FROM THE FASHION INDUSTRY IT IS AN OPPORTUNITY TO EXPOSE THE FASHION STUDENT OR READER AS WELL AS ASPIRING FASHION MANAGERS TO A MORE PRACTICAL APPROACH TO FASHION THEORIES AND ISSUES MANAGING

FASHION WILL SERVE AS A CORE TEXT FOR FASHION STUDIES FASHION ENTREPRENEURSHIP AND FASHION MERCHANDISING MAJORS AS WELL AS FOR SPECIAL BUSINESS DEGREES AND MANAGEMENT CERTIFICATES TARGETING THE FASHION INDUSTRY

IN A FAST MOVING ERA OF INCREASED INTERNATIONAL COMPETITION FRONTIER MARKETS MUST DEVISE INNOVATIVE WAYS TO MEET DEMANDING SALES TARGETS AND MAINTAIN PROFITABILITY THESE FEFORTS WILL ONLY SUCCEED WHEN LOCAL BUSINESSES ABANDON THE CONCEPT OF SALES AS A CHECKLIST OF PERSUASIVE ARGUMENTS THAT LEAD A CUSTOMER TO MAKE A PURCHASE AND ACCEPT THAT BUILDING ENDURING CUSTOMER RELATIONSHIPS IS THE KEY TO ACHIEVING SALES GOALS TO UNDERSTAND WHAT IT MEANS TO SELL SUCCESSFULLY SALES REPRESENTATIVES MUST DEVELOP A SOLID FOUNDATION IN SELLING SKILLS AND AN UNDERSTANDING OF THE CRITICAL ELEMENTS NEEDED TO ACHIEVE SALES GOALS BY DELVING INTO THE FOUNDATIONAL CONCEPTS RELATED TO LEVERAGING SALES AS A TOOL FOR ORGANISATIONAL PROFIT THE AUTHORS GIVE READERS IMPORTANT INSIGHTS INTO THE CRITICAL ELEMENTS OF THE SALES PROCESS INCLUDING CONSULTATIVE SELLING SALES FORCE MANAGEMENT QUALITIES OF EFFECTIVE LEADERSHIP IN SALES AND THE USE OF TECHNOLOGICAL TOOLS SUCH AS CUSTOMER RELATIONSHIP MANAGEMENT CRM AND SALES FORCE AUTOMATION SFA SYSTEMS THIS BOOK INCLUDES INSIGHTFUL CONTRIBUTIONS FROM LEADING SALES AND MARKETING PRACTITIONERS ACROSS THE CONTINENT OF AFRICA ON CHARACTERISTICS OF SUCCESSFUL SALESPEOPLE AND HOW TO RECRUIT THEM THE CRUCIAL ROLE OF SALES LEADERSHIP SALES TEAM TRAINING METHODS AND STRATEGIES FOR DEVELOPING CUSTOMER RELATIONSHIP MANAGEMENT PROGRAMS CASE STUDIES TIE THEORY TO PRACTICE AND SHORT QUIZZES HELP READERS TEST THEIR UNDERSTANDING OF THE MATERIAL WRITTEN IN AN ACCESSIBLE AND READER FRIENDLY FORMAT THIS BOOK IS PRIMARILY AIMED AT UNDERGRADUATE STUDENTS WITH A SECONDARY AUDIENCE COMPRISED OF POSTGRADUATE STUDENTS AND BUSINESS PRACTITIONERS ENDORSEMENTS SUCCESSFUL CORPORATE MARKETING STRATEGIES ARE FORMULATED AROUND THE DELIVERY OF VALUE TO CONSUMERS WHILE MAINTAINING A COMPETITIVE ADVANTAGE SALES MANAGEMENT A PRIMER FOR EMERGING MARKETS OFFERS INNOVATIVE WAYS TO LOCATE NURTURE AND DEVELOP LONG TERM WIN WIN RELATIONSHIPS WITH KEY STAKEHOLDERS READERS WILL BE REWARDED WITH ACHIEVABLE CONCEPTS THAT WILL LAY THE FOUNDATION FOR DEVELOPING A PATTERN OF PROFITABLE SALES HIGHLY RECOMMENDED FOR UNDERGRADUATE AND GRADUATE STUDENTS AS A WELL CRAFTED TEXTBOOK DRAWING ON REAL WORLD EXPERIENCE FOR ACADEMICIANS AS A RELIABLE TEACHING TOOL AND FOR PRACTITIONERS IN THE WORLD OF BUSINESS SEEKING TESTED GUIDELINES FOR MARKETING SUCCESS AMON CHIZEMA PROFESSOR OF CORPORATE GOVERNANCE STRATEGY BIRMINGHAM BUSINESS SCHOOL UNIVERSITY OF BIRMINGHAM UK SALES MANAGEMENT A PRIMER FOR FRONTIER MARKETS IS A MUST READ FOR FUTURE AND CURRENT MANAGERS SEEKING INNOVATIVE STRATEGIES FOR ENSURING LONG TERM REPEAT BUSINESS WITH CUSTOMERS AND CONSUMERS WHILE MAINTAINING A SUSTAINABLE COMPETITIVE ADVANTAGE DISCUSSIONS ON CONSULTATIVE SELLING THE ROLE OF ETHICS IN SALES AND THE STAGES OF THE PERSONAL SELLING PROCESS HAVE BEEN SPECIFICALLY DETAILED AND GROUNDED IN PEER REVIEWED CASE STUDY FINDINGS A HIGHLY RECOMMENDED READ FOR UNDERGRADUATE AND GRADUATE STUDENTS ACADEMICIANS AND BUSINESS MANAGERS PURSUING UP TO DATE INSIGHTS INTO SELLING CUSTOMER SERVICE MARKETING MANAGEMENT SMALL BUSINESS MANAGEMENT AND RETAILING PATRICK AWOTWI COMMERCIAL DIRECTOR THE COCA COLA BOTTLING COMPANY OF GHANA AND AUTHOR OF CONSIDER IT SOLD A SELLER S POINT OF VIEW

HTML BODY DATA PB STYLE KÓJEF8I JUSTIFY CONTENT FLEX START DISPLAY FLEX FLEX DIRECTION COLUMN BACKGROUND POSITION LEFT TOP BACKGROUND SIZE COVER BACKGROUND REPEAT NO REPEAT BACKGROUND ATTACHMENT SCROLL VAN HAREN PUBLISHING IS THE WORLD S LEADING PUBLISHER IN BEST PRACTICE METHODS AND STANDARDS WITHIN IT MANAGEMENT PROJECT MANAGEMENT ENTERPRISE ARCHITECTURE AND BUSINESS MANAGEMENT WE ARE THE OFFICIAL PUBLISHER FOR SOME OF THE WORLD S LEADING ORGANIZATIONS AND THEIR FRAMEWORKS INCLUDING BIAN CATS IACCM IAOP IPMA ISM THE OPEN GROUP AND OTHERS THIS CATALOG WILL PROVIDE YOU

WITH AN OVERVIEW OF OUR LEARNING SOLUTIONS AND TRAINING MATERIAL BUT ALSO GIVES YOU A QUALITY SUMMARY ON INTERNATIONALLY RELEVANT FRAMEWORKS VAN HAREN PUBLISHING IS AN INDEPENDENT WORLDWIDE RECOGNIZED PUBLISHER WELL KNOWN FOR OUR EXTENSIVE PROFESSIONAL NETWORK AUTHORS REVIEWERS AND ACCREDITATION BODIES OF STANDARDS FLEXIBILITY AND YEARS OF EXPERIENCE WE MAKE CONTENT AVAILABLE IN HARD COPY AND DIGITAL FORMATS DESIGNED TO SUIT YOUR PERSONAL PREFERENCE PDF EPUB AND ONLINE AVAILABLE THROUGH OVER 2000 DISTRIBUTION PARTNERS AMAZON GOOGLE PLAY MANAGEMENTBOEK AND BOL COMETC.

BOOK CD THIS FOURTH EDITION MAKES IT CLEAR THAT ALL WHO ARE INTERESTED IN THE SUSTAINABILITY OF SOUTH AFRICA AND AFRICA MUST PUT HUMAN RESOURCE MANAGEMENT HRM AT THE VERY CORE OF THE MANAGEMENT OF ORGANISATIONS GENERALLY THE CONTENT IS ALIGNED TO OUTCOMES THAT ARE GEARED TOWARDS ANALYTICAL AND CRITICAL THINKING ABOUT THE THEORY AND PRACTICE OF HRM IN SOUTH AFRICA THE AFRICAN CONTEXT IS ADDRESSED AND AMPLE INFORMATION ABOUT HRM ASPECTS ELSEWHERE IN AFRICA IS PROVIDED THIS EDITION BREAKS AWAY EVEN FURTHER FROM THE TRADITIONAL STRUCTURE OF SO MANY STANDARD HRM TEXTBOOKS IT CHALLENGES A BROADENING OF THE AGENDA AND SCOPE OF HRM WORK HRM IS NOT ONLY ABOUT MANAGING EMPLOYEES BUT ALSO ABOUT MANAGING THE WORK AND THE PEOPLE WHO DO THE WORK OF AND IN ORGANISATIONS THIS MAY INVOLVE ALTERNATIVE WAYS OF GETTING THE WORK OF ORGANISATIONS DONE SUPERIORLY THIS BOOK WILL HELP YOU TO APPLY HRM EFFECTIVELY TO ACHIEVE ITS ULTIMATE AIM NAMELY TO ADD VALUE TO PEOPLE TO ORGANISATIONS AND TO SOCIETY THIS COMPREHENSIVE BOOK IS ORGANISED AROUND THEMES SUCH AS DEVELOPING AN APPRECIATION FOR THE CONTEXT OF HRM IN SOUTH AFRICA STRATEGISING DESIGNING AND PLANNING AS PREPARATORY HRM WORK SOURCING WORK TALENT FACING THE COUNTRYS PEOPLE EMPOWERMENT CHALLENGE MEETING THE REWARD AND CARE CHALLENGE HANDLING LABOUR AND EMPLOYEE RELATIONS CHALLENGES CHAMPIONING CHANGE AND TRANSFORMATION MANAGING HRM RELATED INFORMATION INCLUDING HRM AND SUSTAINABILITY REPORTING BASED ON MOST RECENT THEORETICAL DEVELOPMENTS THE EMPHASIS IS ON THE PRACTICAL APPLICATIONS SAMPLES OF RELEVANT DOCUMENTS ARE INCLUDED AND AN ACCOMPANYING CD CONTAINS A WEALTH OF RELEVANT RESOURCES AS WELL AS A CONTINUING INTEGRATING CASE STUDY THAT SERVES AS A BASIS FOR THESE APPLICATIONS AND INDIVIDUAL AND GROUP ACTIVITIES AS A PACKAGE SOUTH AFRICAN HUMAN RESOURCE MANAGEMENT WILL BE EXTREMELY VALUABLE TO BOTH CURRENT AND ASPIRANT MANAGERS AND HUMAN RESOURCE PRACTITIONERS

THE SECOND EDITION OF THE CONSTRUCTION PROJECT MANAGER S POCKET BOOK MAINTAINS ITS COVERAGE OF A BROAD RANGE OF PROJECT MANAGEMENT SKILLS FROM TECHNICAL EXPERTISE TO LEADERSHIP NEGOTIATION TEAM BUILDING AND COMMUNICATION HOWEVER THIS NEW EDITION HAS BEEN UPDATED TO INCLUDE REVISIONS TO THE CDM REGULATIONS CHANGES TO THE STANDARD FORMS OF CONTRACT AND OTHER DOCUMENTATION USED BY THE PROJECT MANAGER THE IMPACT OF BIM AND EMERGING TECHNOLOGIES IMPLICATIONS OF BREXIT ON EU PUBLIC PROCUREMENT OTHER NEW PROCUREMENT TRENDS AND ETHICS AND THE PROJECT MANAGER CONSTRUCTION PROJECT MANAGEMENT ACTIVITIES ARE TACKLED IN THE ORDER THEY OCCUR ON REAL PROJECTS WITH REFERENCE MADE TO THE RIBA PLAN OF WORK THROUGHOUT THIS IS THE IDEAL CONCISE REFERENCE WHICH NO PROJECT MANAGER CONSTRUCTION MANAGER ARCHITECT OR QUANTITY SURVEYOR SHOULD BE WITHOUT

AGAINST THE BACKGROUND OF THE ACCELERATION OF CHANGE CAUSED BY THE COVID 19 PANDEMIC CHANGE MANAGEMENT IN INFORMATION ORGANIZATIONS PRESENTS TOPICS IN CHANGE MANAGEMENT FOR INFORMATION ORGANIZATIONS THAT ARE OF PRACTICAL HELP FOR RAPIDLY ADAPTING TO AND MANAGING CHANGING CIRCUMSTANCES AS ORGANIZATIONS RE EXAMINE PRACTICES SERVICES AND RESOURCES AND INNOVATE FOR COMPETITIVE ADVANTAGE THE BOOK OFFERS THEORETICAL AND EVIDENCE BASED MATERIAL INCLUDING EMPIRICAL RESEARCH AND INSIGHTS FROM ACADEMIC LIBRARY DIRECTORS IT INTRODUCES FUNDAMENTAL CONCEPTS OF CHANGE MANAGEMENT ENABLING

PROFESSIONALS TO CONCEPTUALIZE PLAN SET UP CARRY OUT AND EVALUATE CHANGE ACROSS TWELVE CHAPTERS THIS BOOK PROVIDES A SOLUTION FOR THOSE MANAGING CHANGE IN INFORMATION ORGANIZATIONS BRINGING THEM UP TO SPEED ON MODELS APPROACHES AND METHODS OF CHANGE MANAGEMENT THE BOOK ENABLES INFORMATION PROFESSIONALS ACADEMIC LIBRARIANS ARCHIVISTS MUSEUM SPECIALISTS LIBRARY MANAGERS AND ADMINISTRATORS UNIVERSITY ADMINISTRATORS AND GRADUATE STUDENTS IN LIBRARY AND INFORMATION SCIENCE TO SUCCESSFULLY NEGOTIATE THE NEW REALITIES PRESENTS KEY TOPICS IN CHANGE MANAGEMENT FOR INFORMATION ORGANIZATIONS GIVES EMPIRICAL INSIGHTS INTO THE PROCESS OF CHANGE MANAGEMENT FOR INFORMATION ORGANIZATIONS OFFERS A GOOD UNDERSTANDING OF APPROACHES AND METHODS FOR CONCEPTUALIZING PLANNING CARRYING OUT AND EVALUATING CHANGE PROVIDES METHODS AND APPROACHES TO ASSESS THE EFFECTIVENESS OF CHANGE MANAGEMENT CONCENTRATES ON THE UNIQUE SITUATION AND NEEDS OF CHANGE IN INFORMATION ORGANIZATIONS

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