

Case Study Coupa

Get proven guidance to build a market-driven supply chain management system Supply chain management processes have gradually shifted from a supply-driven focus to a demand-driven one in order to synchronize demand and supply signals. Bricks Matter shows you how you can identify market risks and opportunities and translate these into winning tactics. Business cases highlight how businesses are winning through market-driven approaches. Helps you understand how to apply the emerging world of predictive analytics for the better management of value networks Includes business cases illustrating a market-driven approach Reveals how businesses can identify market risks and translate these into supply-side tactics As companies transition from demand-driven to market-driven approach, the organizations shifts from one of vertical excellence to building strong market-to-market horizontal processes. Improve revenue by increasing market share, improve profit margins, and maintain high customer service with the indispensable guidance found in Bricks Matter.

This book shows how digital transformation has the power to revolutionize the way procurement operates, and discusses how especially buyer decisions are empowered through artificial intelligence. In a company's strategy all desired outcomes are possible, including doubling savings, innovation, sustainability, quality, speed, and halve the risk. Jumpstart to Digital Procurement is a hands-on guide that shows how companies can grasp the opportunities offered by digital transformation.

Driving value today requires information. Lots and lots of information. Most of us are becoming good at distilling the data within our own companies, but that's not enough if we want a competitive edge. Smarter Together, Coupa Software CEO Rob Bernshteyn explains how we will soon be able to draw upon the intelligence of the community—collectively what we, and the organizations we work for, know about the community, our companies, and ourselves. For example, we'll easily uncover:

- Real-time best practices for virtually every element of our business.
- The best way to offer our products and services that delivers exactly what they say they will, on time, with the best price, quality and reliability.

As Bernshteyn explains, the prescriptive insights gleaned from the massive amount of community data will transform entire industries and break down long-standing barriers to value. All of us will grow smarter together. Commerce will never be the same again.

This handbook provides a comprehensive and detailed framework for the implementation of "Continuous Improvement" and Lean Six Sigma in a professional project management environment. For the first time, the book brings together Lean Six Sigma and the PMBOK standard for project management. It provides an integrated approach, which can be used for both transactional and manufacturing business processes. It defines ways to reduce costs, enhance processes, and achieve faster implementation and new product or service development. The reader is guided carefully and reliably through the detailed process of implementing this book using a comprehensive, conceptual and practical well-balanced approach.

Implementing and Developing Cloud Computing Applications

Catalog of the Melville J. Herskovits Library of African Studies, Northwestern University Library (Evanston, Illinois) and Africana in Selected Libraries

Cloud Capacity Management

Governance in the Digital Age

Repositioning Procurement in the Business Environment

Vested Outsourcing, Second Edition

Stay Woke

"A fascinating litany of the mistakes that can happen when buyers get it wrong" - Luke Johnson, The Sunday Times "Packed full with amazing examples' Jeremy Vine, BBC Radio 2 "Colossal, costly disasters could be averted if those holding the purse strings read this book. - The Times In this hilarious, fascinating and insightful expose, industry insider Peter Smith reveals the massive blunders and dodgy dealings taking place around the world as private companies and public sector bodies buy goods and services. A recent report showed that over 90% of procurement projects fail. So, why are so many billions wasted on ineptitude, mismanagement and, in some cases, fraud? By turns an entertaining account of some of the worst procurement scams in history and also a resounding lesson in how not to operate, Bad Buying offers clear and practical advice on how to avoid embarrassing mistakes, minimise needless waste and make sound, strategic procurement decisions on your next initiative. 'Had this been published pre-Covid, some of the recent f*ck-ups and waste might have been avoided. It's a must read for the public and private sector alike' Lt-Gen. Sir Andrew Gregory, SSAFA: The Armed Forces Charity 'Hilarious, enlightening and brilliant....This book will make you think twice about buying anything - but do buy this' Antonio Weiss, bestselling author of 101 Business Ideas That Will Change the Way you Work, and Director, The PSC

It is no secret that the majority of complex business arrangements fail to achieve their objectives in the long run. Structured as "transactions" or "deals," the contract parties become hostage to fixed performance-based models and change order processes that drive adversarial behaviour, and limit innovation and industrial benefit, which further widen the contract divide. It is time for stakeholders to begin working together to establish and manage "insight-based adaptive relationships" that foster innovation, create change and enable evolution. These relationships must be built on respect, alignment, mutuality, transparency and joint governance. It is also time for policy and procurement regimes to recognize and support the "relationship" as the pivotal point at which delivery and performance are conducted, measured and evolved.

In H2H Marketing the authors focus on redefining the role of marketing by reorienting the mindset of decision-makers and integrating the concepts of Design Thinking, Service-Dominant Logic and Digitalization. It's not just technological advances that have made it necessary to revisit the way everybody thinks about marketing; customers and marketers as human decision-makers are changing, too. Therefore, having the right mindset, the right management approach and highly dynamic implementation processes is key to creating innovative and meaningful value propositions for all stakeholders. This book is essential reading for the following groups: Executives who want to bring new meaning to their lives and organizations Managers who need inspirations and evidence for their daily work in order to handle the change management needed in response to the driving forces of technology, society and ecology Professors, trainers and coaches who want to apply the latest marketing principles Students and trainees who want to prepare for the future Customers of any kind who need to distinguish between leading companies Employees of suppliers and partners who want to help their firms stand out. The authors review the status quo of marketing and outline its evolution to the new H2H Marketing. In turn, they demonstrate the new marketing paradigm with the H2H Marketing Model, which incorporates Design Thinking, Service-Dominant Logic and the latest innovations in Digitalization. With the new H2H Mindset, Trust and Brand Management and the evolution of

the operative Marketing Mix to the updated, dynamic and iterative H2H Process, they offer a way for marketing to find meaning in a troubled world. A fresh, effective, and enduring way to lead—starting with your next interaction Most leaders feel the inevitable interruptions in their jam-packed days are troublesome. But in TouchPoints, Conant and Norgaard argue that these—and every point of contact with other people—are overlooked opportunities for leaders to increase their impact and promote their organization's strategy and values. Through previously untold stories from Conant's tenure as CEO of Campbell Soup Company and Norgaard's vast consulting experience, the authors show that a leader's impact and legacy are built through hundreds, even thousands, of interactive moments in time. The good news is that anyone can develop "TouchPoint" mastery by focusing on three essential components: head, heart, and hands. TouchPoints speaks to the theory and craft of leadership, promoting a balanced presence of rational, authentic, active, and wise leadership practices. Leadership mastery in the smallest and otherwise ordinary moments can transform aimless activity in individuals and entropy in organizations into focused energy—one magical moment at a time.

Smarter Together

Mavis

Sustainable Development Goals

Purchasing and Supply Chain Management

How Communities Are Shaping the Next Revolution in Business

People, Probabilities, and Big Moves to Beat the Odds

Teaming

Back cover: "A licence to play offers a practical handbook on how to create business impact through procurement. It shows the leaders of tomorrow how to stand out from the crowd. Today's world is disruptive and moving at an ever accelerating pace. Therefore, tomorrow's reality needs procurement innovators, allowing companies to stay afloat in this rapidly evolving reality, while avoiding COmpany MAIfunction. This is not a procurement handbook, but a management handbook that takes the procurement vantage point, giving the reader 'a licence to play' in order to create business impact and survive. If you are a 'red monkey', you will need to play an increasingly important role and make the most of every opportunity, learning from the experiences of others, developing new common behavior that will benefit us all. A licence to play offers the stepping stones to get there, through real life examples, mistakes and success stories"

Achieving the Sustainable Development Goals through Finance, Technology and Law Reform Achieving the SDGs requires a fundamental rethink from businesses and governments across the globe. To make the ambitious goals a reality, trillions of dollars need to be harnessed to mobilise finance and accelerate progress towards the SDGs. Bringing together leaders from the World Bank, the financial and business sectors, the startup community and academia, this important, topically relevant volume explains what the SDGs are, how they came about and how they can be accelerated. Real-world case studies and authoritative insights address how to direct investment of existing financial resources and re-align the global financial system to reflect the SDGs. In depth chapters discuss how financial institutions, such as UBS Wealth Management, Manulife Asset Management and Moody's Rating Agency are supporting the SDGs. The opportunities arising from Blockchain, Big Data, Digital Identity and cutting-edge FinTech and RegTech applications are explored, whilst the relevance of sustainable and transparent global supply chains is underscored. Significant attention is paid to law reform which can accelerate progress of the SDGs through SME Financing, Crowdfunding, Peer-to-Peer Lending and tax restructuring. To achieve the 'World We Want', much needs to be done. The recommendations contained within this book are critical for supporting a fundamental shift in thinking from business and governments around the world, and for building a more just and prosperous future for all.

While studying the Harlem Renaissance, students at a Bronx high school read aloud poems they've written, revealing their innermost thoughts and fears to their formerly clueless classmates.

Much has been written about Covid-19 victims, how scientists raced to understand and treat the disease, and how governments did (or did not) protect their citizens. Less has been written about the pandemic's impact on the global economy and how companies coped as the competitive environment was upended. In his new book, "The New (Ab)Normal", MIT Professor Yossi Sheffi maps how the Covid-19 pandemic impacted business, supply chains, and society. He exposes the critical role supply chains play in helping people, governments, and companies to manage the crisis. The book draws on executive interviews, pandemic media coverage, and historical analyses. Sheffi also builds on themes from his books "The Resilient Enterprise" (2005) and "The Power of Resilience" (2015) to enrich the narrative. The author paints a compelling picture of how the Covid-19 virus is changing many facets of human life and what our post-pandemic world might look like. This must-read book helps companies to redefine their business models and adjust to a fast-evolving economic landscape. The stage is set In Part 1 of the book, "What Happened," the author looks at how companies fought to mend the global economic fabric even as the virus ripped more holes in it. Part 2, "Living with Uncertainty," views the crisis through a supply chain risk management lens derived from Yossi Sheffi's previous books. This perspective shows how companies create corporate immune systems to quickly recognize and manage large-scale disruptions. The ongoing pandemic is creating a new normal in life, work, and education—covered in Part 3, "Adjustment Required." Consumer fears about the contagion as well as government mandates require businesses in industries such as retail, hospitality, entertainment, sports, and education to create "safe zones" for workers and customers. Many elements of the book – especially in Part 4, "Supply Chains for the Future" – show how the virus accelerated preexisting trends in technology adoption. China was the epicenter of the pandemic; it also was the first nation to be disrupted and recover. Part 5 of the book, "Of Politics and Pandemics," explains why reports that companies are abandoning China in favor of other offshore manufacturing centers do not reflect reality.

Fundamentally, The New (Ab)Normal is about businesses trying to create a better future in a time of extreme uncertainty – a point emphasized in Part 6, "The Next Opportunities." The outlook is not necessarily gloomy. The advance of technology is accelerating, a trend that can level the playing field between small and large companies. Nimble small businesses are using a growing array of off-the-shelf cloud computing and mobile apps to deploy sophisticated technologies in their supply chains and customer interfaces. The New (Ab)Normal Another new normal is working from home. Remote working enables individuals to live anywhere and companies to recruit talent from anywhere. Education, especially higher education, faces a major disruption (and major opportunity) that is likely to shake the high-cost model of in-person education in favor of online or hybrid education.

Regrettably, the book recognizes one trend accentuated by Covid-19--the growing inequality, and anticipates that the new normal will be more stratified.

Higher Education Salaries

Handbook on Continuous Improvement Transformation

Bricks Matter

Personnel Literature

Reshaping Business and Supply Chain Strategy Beyond Covid-19

E-procurement

New breakthrough thinking in organizational learning, leadership, and change Continuous improvement, understanding complex systems, and promoting innovation are all part of the landscape of learning challenges today's companies face. Amy Edmondson shows that organizations thrive, or fail to thrive, based on how well the small groups within those organizations work. In most organizations, the work that produces value for customers is carried out by teams, and increasingly, by flexible team-like entities. The pace of change and the fluidity of most work structures means that it's not really about creating effective teams anymore, but instead about leading effective teaming. Teaming shows that organizations learn when the flexible, fluid collaborations they encompass are able to learn. The problem is teams, and other dynamic groups, don't learn naturally. Edmondson outlines the factors that prevent them from doing so, such as interpersonal fear, irrational beliefs about failure, groupthink, problematic power dynamics, and information hoarding. With Teaming, leaders can shape these factors by encouraging reflection, creating psychological safety, and overcoming defensive interpersonal dynamics that inhibit the sharing of ideas. Further, they can use practical management strategies to help organizations realize the benefits inherent in both success and failure. Presents a clear explanation of practical management concepts for increasing learning capability for business results Introduces a framework that clarifies how learning processes must be altered for different kinds of work Explains how Collaborative Learning works, and gives tips for how to do it well Includes case-study research on Intermountain healthcare, Prudential, GM, Toyota, IDEO, the IRS, and both Cincinnati and Minneapolis Children's Hospitals, among others Based on years of research, this book shows how leaders can make organizational learning happen by building teams that learn.

Do you have less than 1.5 hours to understand the principles and best practices of developing a private equity investment strategy? Do you want to make informed decisions as a leader? This quick guide is for leaders who are pressed for time and need to know the contours of the right approach to make informed decisions, ask the right questions, understand how to analyze the problem and how to provide guidance and input to their teams. We lay out the business case to encourage target companies to agree to the deal and lead indicators for when a potential target acquisition should be approached. The investment thesis is a guide serving four stakeholders. First, it describes the thinking of the principals who are proposing the investment strategy. In other words, why do they believe this investment strategy will work, and how it will work. Second, it is used within the private equity firm to question the strategy. The more unique the strategy, relative to what competitors are pursuing, the more discussions are needed. Third, it becomes the critical document to raise investment funding and help investors understand the risk tolerance and risk appetite of the fund, as well as their potential exit timelines. Fourth, it is also often used to educate and encourage potential acquisition targets to agree to the deal. Over the past 10 years on StrategyTraining.com and FIRMSconsulting.com, you have seen us help numerous clients solve complex business problems: developing a big data strategy, a corporate strategy, a digital & IT strategy, a pandemic & disaster strategy, a luxury brands strategy, a turnaround & transformation strategy, and more—all based on the combined best practices of the author and the ex-McKinsey, BCG et al., partners who produce all the strategy training programs on StrategyTraining.com. Our quick guides distill the steps, actions, processes and considerations that go into developing a unique investment thesis to drive a private equity strategy. You will understand the logic behind the investment thesis, potential pitfalls and how we use it to filter potential acquisitions. You will understand the output that comes from all the hypotheses, decision trees, and prioritizing tools we teach across all our programs, summarizing the best practices from ex-McKinsey, BCG et al. partners to help you solve mankind's most pressing problems. While we can't guarantee the results for each reader, those who have read our books and members who use our online training programs on StrategyTraining.com/apps and SLIDES report: Greater recognition More leadership roles Greater contribution Quicker onboarding Deeper understanding of the issues Strategy perspective of the issues Deeper insights Rapid promotions Sense of purpose Clarity of thought If you find this quick guide helpful, you may also benefit from The Private Equity Strategy Journal. The Private Equity Strategy Journal and The Private Equity Strategy Quick Guide are complementary. They both contain useful and different information to explain the problem. The quick guide is for leaders who want to understand the problem to guide their teams. The Journal is for those who want to do the work to solve the problem.

Cloud Capacity Management helps readers in understanding what the cloud, IaaS, PaaS, SaaS are, how they relate to capacity planning and management and which stakeholders are involved in delivering value in the cloud value chain. It explains the role of capacity management for a creator, aggregator, and consumer of cloud services and how to provision for it in a 'pay as you use model'. This involves a high level of abstraction and virtualization to facilitate rapid and on demand provisioning of services. The conventional IT service models take a traditional approach when planning for service capacity to provide optimum services levels which has huge cost implications for service providers. This book addresses the gap areas between traditional capacity management practices and cloud service models. It also showcases capacity management process design and implementation in a cloud computing domain using ITSM best practices. This book is a blend of ITSM best practices and infrastructure capacity planning and optimization implementation in various cloud scenarios. Cloud Capacity Management addresses the basics of cloud computing, its various models, and their impact on capacity planning. This book also highlights the infrastructure capacity management implementation process in a cloud environment showcasing inherent capabilities of tool sets available and the various techniques for capacity planning and performance management. Techniques like dynamic resource scheduling, scaling, load balancing, and clustering etc are explained for implementing capacity management.

In her classic book Vested Outsourcing , Kate Vitasek identified the top 10 flaws in most outsourced business models and shows organizations how to rethink their outsourcing relationships in

a way that will lower costs, improve service, and increase innovation. This revised edition includes updated case studies and a new chapter based on Dell.

Procurement Compendium

The Genesis of Human-to-Human Marketing

Harnessing Business to Achieve the SDGs through Finance, Technology and Law Reform

Livre Des Sans-foyer

TouchPoints

A Licence to Play

How to Unite Your Sales and Marketing Teams into a Single Force for Growth

A no-nonsense guide to establishing a personal meditation practice, changing your life, and taking hold of your dreams. CONFESSION: This is not really a meditation book. Yes, you're going to learn everything you need to know about meditation, but if you came looking for a typical guide to mindfulness, you're in the wrong place. We are modern people in a high-tech world. We have first world problems and long to-do lists. And if you grew up in struggle—overcoming homophobia, sexism, trauma, shame, depression, poverty, toxic masculinity, racism, or social injustice—you need a different type of meditation ... one that doesn't pretend the struggle doesn't exist. Here you will discover: ? How to actually find stillness when your mind is going crazy ? Why most guided meditations get boring after a while ? What nobody tells you about "setting intentions" and the scientific process to manifesting ? Four hidden habits that sabotage your growth—and how to move past them ? Proven techniques to overcome anxiety, stress, and trouble sleeping ? Daily rituals that cement and enrich your practice ? How to use mindfulness to take action toward the causes you believe in and get sh!t done Whether you've tried meditation but it never sticks, or you've heard about it but never gave it a shot, Justin Michael Williams guides you step by step in creating a custom meditation ritual that fits in with your busy (and sometimes messy!) modern life. With free downloadable audio meditations every step of the way, Stay Woke gives people of all genders, identities, colors, religions, ages, and economic backgrounds the tools to stop wasting time, overcome self-doubt, and wake up to the lives we were really born to live.

In these essays the author draws on ideas in art history, literature, philosophy and the study of visual culture to subvert the traditional 'positivist' model of cartography and replace it with one grounded in an iconological and semiotic theory of the nature of maps.

In the e-world it is the B2B marketplace. And in the B2B marketplace, the hottest thing--and the thing most likely to turn companies a profit--is e-procurement. This book provides the platform for establishing a company's eprocurement strategy and the necessary steps that will follow in implementing that strategy.

Beat the odds with a bold strategy from McKinsey & Company "Every once in a while, a genuinely fresh approach to business strategy appears" - legendary business professor Richard Rumelt, UCLA McKinsey & Company's newest, most definitive, and most irreverent book on strategy—which thousands of executives are already using—is a must-read for all C-suite executives looking to create winning corporate strategies. Strategy Beyond the Hockey Stick is spearheading an empirical revolution in the field of strategy. Based on an extensive analysis of the key factors that drove the long-term performance of thousands of global companies, the book offers a ground-breaking formula that enables you to objectively assess your strategy's real odds of future success. "This book is fundamental. The principles laid out here, with compelling data, are a great way around the social pitfalls in strategy development." - Frans Van Houten, CEO, Royal Philips N.V. The authors have discovered that over a 10-year period, just 1 in 12 companies manage to jump from the middle tier of corporate performance—where 60% of companies reside, making very little economic profit—to the top quintile where 90% of global economic profit is made. This movement does not happen by magic—it depends on your company's current position, the trends it faces, and the big moves you make to give it the strongest chance of vaulting over the competition. This is not another strategy framework. Rather, Strategy Beyond the Hockey Stick shows, through empirical analysis and the experiences of dozens of companies that have successfully made multiple big moves, that to dramatically improve performance, you have to overcome incrementalism and corporate inertia. "A different kind of book—I couldn't put it down. Inspiring new insights on the facts of what it takes to move a company's performance, combined with practical advice on how to deal with real-life dynamics in management teams." -Jane Fraser, CEO, Citigroup Latin America

Jumpstart to Digital Procurement

Bad Buying

Essays in the History of Cartography

How a Young American, in Business, in Love, and in Over His Head, Kick-Started a Multibillion Dollar Industry in Europe

A Meditation Guide for the Rest of Us

The Founder's Dilemmas

Anticipating and Avoiding the Pitfalls That Can Sink a Startup

The Founder's Dilemmas examines how early decisions by entrepreneurs can make or break a startup and its team. Drawing on a decade of research, including quantitative data on almost ten thousand founders as well as inside stories of founders like Evan Williams of Twitter and Tim Westergren of Pandora, Noam Wasserman reveals the common pitfalls founders face and how to avoid them.

A new edition of the #1 text in the human computer Interaction field! This book seeks to chart the technology-fueled changes taking place in the field of corporate governance and describes the impact these changes are having on

boards and the enterprises they govern. It also describes what the future could look like once companies truly embrace the power of technology to change governance. Additionally, this book will provide a set of "suggested action steps" for companies and their boards focused on ways they can leverage technology tools to enhance governance immediately. Through a review of the latest governance research, interviews with key thought leaders, and case studies of enterprises that have embraced governance technology, readers will be armed with new insights and approaches they can take to enhance the work of their boards and senior leaders to reach new levels of performance. Explains how to use design and evaluation techniques for developing successful interactive technologies Demonstrates, through many examples, the cognitive, social and affective issues that underpin the design of these technologies Provides thought-provoking design dilemmas and interviews with expert designers and researchers Uses a strong pedagogical format to foster understanding and enjoyment An accompanying website contains extensive additional teaching and learning material including slides for each chapter, comments on chapter activities, and a number of in-depth case studies written by researchers and designers.

The Book of the Homeless includes poems, essays, original art and musical scores by such notables of the time as Henry James, W.B. Yeats, Joseph Conrad, Thomas Hardy, Igor Stravinsky, Jean Cocteau, George Santayana and Paul Claudel, as well as other artists, musicians, writers and poets. Edith Wharton edited the text as a fundraiser for her WWI French charities, *The Children of Flanders Relief Committee* and *The American Hostels for Refugees*. The introduction, written by Theodore Roosevelt, stated, "We owe to Mrs. Wharton all the assistance we can give. We owe this assistance to the good name of America, and above all for the cause of humanity we owe it to the children, the women and the old men who have suffered such dreadful wrong for absolutely no fault of theirs." Wharton's charitable work was so passionate and successful, she was made a Chevalier de l'Ordre National de la Légion d'honneur in 1916 for her efforts.

Making predictions about the future is always tricky. But there is one prediction that author Rob Bernshteyn is quite confident in making: Across a host of industries, we will move to a model that he calls value as a service. It is already common knowledge that many traditional-products companies are converting the delivery of their offerings to the as-a-service model. With the completion of this transition assumed, the coming disruption will focus less on the delivery model and more on the value delivered. Value as a Service is the simple idea that measurable value delivered for customers will be the ultimate competitive battleground. Every customer will want to understand the exact value that they are being provided. They will want a quantifiable difference as they compare their options. Is your business ready to embrace this coming disruption? Are you ready?

Strategy Beyond the Hockey Stick

The Private Equity Strategy Quick Guide : Solve problems like the leading management consulting firms, such as McKinsey, BCG, et al.

Relationships First

The Role of Supply Chains in Building Market-Driven Differentiation

Five Rules That Will Transform Outsourcing

Pushing the Value Envelope in a New Age

Supply Entrepreneurship in a Changing World

In Mavis's dystopian world, starvation, sacrifice and poverty haunt a country trying to recover from The Great Patriotic War. Protected by a peacekeeping force, the nation struggles to coax profits out of a sprawling industrial complex to pay wartime reparations. In this world, the future of every citizen is decided on their sixteenth birthday during a single exam, The Selection. They either join Defense, Productivity or Leadership. Mavis is assigned to a chemical plant to solve a productivity paradox and struggles with her colleagues as they race to meet the reparations deadline. Thrown into her new role, with little support, Mavis assembles a team and tries to understand why productivity is dropping. Mavis must figure out who her friends are, and how does Truman, a soldier who seems interested in her, fit into her life. Yet Mavis is burdened by having to leave her ill little sister behind. As Mavis investigates the problem, she discovers a conspiracy that threatens the nation just as unexplained sightings spike in the surrounding forest. This young adult (YA) dystopian novel combines the teaching of science, critical thinking and problem-solving skills with wrenching decisions, betrayal, heartbreak, love and the bond between two sisters that will change the future of mankind. Q&A with Author Kris Safarova Q: Why did you write this book? Safarova: I write what I know and what I wish people had written for me when I was starting out in life. The way strategy consultants solve problems is very different. Yet, this skill is not widely taught. Imagine if we taught these skills to everyone and at an earlier age? I know more people will find these topics interesting and learn these skills if I could find a way to weave them into an engaging story. Q: What do you hope the books achieve? Safarova: I want to get more people interested in business and teach them to solve problems in a better way. Readers who don't have an interest in critical thinking, problem solving, and business may realize they learned a lot, and also enjoyed the journey. And readers who are intentionally building these skills will find this series helped them become better at solving problems. Q: What inspired the story? Safarova: I lived in the former USSR and I adapted events from my own life. When I was 3 my parents were evicted on a less than 12 hours notice, in the middle of Russian winter. I remember lifting my legs high enough to make each step because the snow was so deep that night, as we tried to find a place to stay. That is the first memory I have of physically suffering. Mavis's cappuccino scene is based on my own experience. I was 21 when I first tasted cappuccino and I was blown away by how tasty it was. At the time I barely had money to pay rent, so I was skipping lunch and dinner on most days. Leaving my 12-year old sister in Russia was one of the hardest things I ever had to do. Yet, it was the right thing because I am now fortunately able to help my family. My little sister and I now work together and I could not be prouder of her. The bond between Mavis and Corolla is autobiographical. Q: Was the strong female characters and themes of class segregation and climate change intentional? Safarova: I wrote what I knew, and it was easier to channel my emotions and ideas through the eyes of a sixteen-year-old girl because I had been one. Strip away the dystopian elements and everything in the story is happening today. Q: What's next for Mavis? Safarova: The story of Mavis and her sister, Corolla, will continue. I am working on a prequel to explain the events that led to The Great Patriotic War. Societies change slowly and we reach

a tipping point. I want to explore that while retaining the books' focus on teaching critical thinking and problem-solving skills in an entertaining way. Turquoise Eyes started off the groundbreaking new genre developed by FIRMSconsulting that combines compelling narrative while teaching problem solving and critical thinking skills. Set after a bank begins implementing a new retail banking strategy, we follow Teresa García Ramírez de Arroyo, a director general in the Mexican government, who has received some disturbing news. A whistleblower has emailed Teresa with troubling news about a mistake in the loan default calculations and reserve ratios. The numbers do not add up. The book loosely uses the logic and financial analyses in A Typical McKinsey Engagement, >270 videos: <https://www.strategytraining.com/market-entry-strategy-program> Our business books are different. Most people learn business because they are forced to, for their careers or to earn a larger salary. Most business books are, consequently, boring and dense. They have little incentive to be interesting because they have a captive market. Many avoid a business career because the books are presented as a hurdle to be overcome. We wondered what would happen if we made business books interesting, so people chose to read them? Would we draw more people into business? Would we generate more enthusiasm and excitement for business at a younger age? This book teaches advanced business concepts through a compelling storyline. This new genre of our books is written not only for people already interested in business but also for people who may not realize they have an interest or talent for business. Clients always request gift ideas for their children, spouses, friends, and families to get them interested in business and critical thinking. In part, this is our response to those requests. We want you to learn advanced critical thinking without realizing you are learning. We hope you will enjoy it, too. We believe the more people who find business interesting and choose to learn business, the better it is for everyone. Businesses will have a larger pool of employees from whom to select and more of the right people will be choosing the discipline to improve humanity versus simply to make more money. Imagine the advantage your children will have if they learned critical thinking in high school, or even before high school? Imagine if you had that advantage? Imagine if you had learned strategy alongside science and math in high school? The possibilities would be endless. It all starts with the right books. And it's never too late to start. If learning is engaging, it will stop being a chore. RESERVE YOUR SPOT FOR FREE EPISODES FROM EX-MCK ET AL. PARTNERS AT FIRMSCONSULTING.COM/PROMO FREE EPISODE FROM THIS BOOKS COMPANION COURSE AT FIRMSCONSULTING.COM/SAAMC

This open access book aims to present the experiences and visions of several world university leaders, providing strategies and methods used to find various income sources for their institutions. The expansion of a university system requires a corresponding increase in funding. Consequently, university administrators all over the world are in a constant search for additional funds. If higher-level institutions are expected to deliver high-quality education and research, their sustainable funding is crucial to the development of the countries they serve. While governmental sources are a major part of the funding of most universities, economic downturns as in the case of the COVID-19 crisis may reduce governmental contributions in this and cause administrators to look for various alternative sources to help them compete in a global setting. This book offers valuable information and guidance to university leaders and administrators worldwide especially at a time when university budgets are under stress due to the COVID-19 pandemic with its dire financial and economic consequences.

The Procurement Compendium is a collection of short articles relating to procurement and supply chain management, first published online via Spend Matters and Public Spend Forum websites. They aim to inform, provoke, occasionally educate and sometimes even amuse. Although procurement is the broad theme, topics range from Machiavelli's thinking on change management to 'licensing the procurement profession' the James Bond way; from the reasons for David Cameron's EU negotiation failure to why technology should revolutionise category management; and from consultants over-charging to advice on speaking at conferences.

International Experience in Developing the Financial Resources of Universities

Value as a Service

The New Nature of Maps

How to Maximize Impact with e-Sourcing and e-Negotiation

Bronx Masquerade

Electronic Commerce 2018

How Organizations Learn, Innovate, and Compete in the Knowledge Economy

Purchasing and Supply Chain Management, 3rd Edition is a turnkey solution for providing current and thorough coverage for this critical area of the supply chain. This book is not only a text but a reference as well and is now established as one of the leading-edge strategy and purchasing books. Students gain contextual insights and knowledge into the strategies, processes, and practices of purchasing through use of the many cases and examples. Because of their relationships with executives and practitioners worldwide, the

authors are able to present unique and up-to-date insights that lead to greater understanding of the purchasing process. *Purchasing and Supply Chain Management* provides a hands-on, applied approach that has been thoroughly tested with student audiences to ensure learning success.

Disruptive Procurement is a radical new approach to creating value and innovation by challenging the status quo in the entire product and service line. It requires going far beyond conventional desktop procurement to understand the value the company brings to its customers as well as the value that suppliers bring to the company. By combining knowledge of these two dimensions, companies become far more flexible and they move closer to disrupting the environment in ways that create value. To move toward Disruptive Procurement, companies need a holistic view and a complete new set of capabilities for staff in marketing, sales, R&D, manufacturing, innovation, and, of course, procurement. This will only happen if procurement is fully backed by the Chief Executive Officer and companies embrace digital tools that will help make procurement slimmer and smarter.

A Practical Guide to E-Auctions for Procurement provides guidance to procurement professionals on how to realize the potential of e-auctions. Now is the time to optimize your e-negotiation strategy using key insights from the author Jacob Gorm Larsen, who is responsible for one of the most success and award-winning e-sourcing programs in the world. *A Practical Guide to E-Auctions for Procurement* presents a proven process for developing an e-auction and e-negotiation strategy, along with a catalogue of change management initiatives for securing buy-in internally in the organization. The different e-auction formats and benefits are explained in detail and demonstrated with practical examples, templates and advice that can be adopted by the reader. Jacob and the team at Maersk are at the forefront when it comes to developing robots that execute e-auctions from end-to-end and are kicking off a transformation that will fundamentally change how we consider e-auctions and negotiations. In addition, with learnings from more than 10,000 e-auctions globally, this is the book for those in procurement looking to implement, deliver and maintain a thriving e-auction program.

A smart, practical guide to rocket-powered business growth Aligned to Achieve puts sales and marketing on the same page, creating a revenue 'dream team' that will drive your organization to new heights. Smart, practical explanations, case studies, and tips guide you toward action over theory, and dozens of examples illustrate the tangible effects of these changes in action at business-to-business companies. Written by sales and marketing executives who have made alignment work, this book is directed toward practitioners and leaders seeking to crack the code of sales and marketing alignment. Contributions by industry thought leaders and B2B executives provide fresh perspective and nuanced direction, while thoughtful, strategic, and well-supported guidance throughout helps you remove the obstacles standing in the way of your organization's financial and strategic goals.

Misalignment between sales and marketing is an age-old problem—frequently lamented, but seldom addressed. As this schism grows amidst the evolving marketplace, its effects on top and bottom line performance are being felt more than ever before. This book shows you how to bring sales and marketing together effectively once and for all, leveraging their strengths to build an unstoppable force for growth. Understand the cost of misalignment and the driving forces behind it Learn strategies for improving your culture, process, leadership, and technology to initiate and support alignment Identify the best places to modify your sales and marketing programs to kickstart collaboration and cooperation between your teams Discover how other companies are uniting their sales and marketing teams into a single force for growth Walk away with practical advice on how to apply recommendation in the real world Misalignment is frustrating for everyone in sales, marketing, and leadership. It's also detrimental to your organization's performance—but the problem is not insurmountable. In fact, most of the obstacles it creates are self-inflicted, and entirely within control of leadership. Aligned to Achieve helps you identify and remove those obstacles, and build a culture of sustainable growth.

Le Deal

Disruptive Procurement

Embracing the Coming Disruption

The Lean Six Sigma Framework and Systematic Methodology for Implementation

Capacity Management

A Practical Guide to E-auctions for Procurement

H2H Marketing

Recounts the author's 1992 attempt to bring the American concept of affordable designer fashion outlet malls to Europe, where he witnessed contradictory steps being taken to reduce internal trade barriers, confronted the region's intractable business environments, and tackled complicated cultural factors. 20,000 first printing.

How to achieve procurement excellence today and evolve to be ready for tomorrow Procurement entrepreneurship pays. High-performing procurement teams can deliver huge value to their companies—regardless of industry. The best companies are advancing talent-management strategies into the heart of their procurement organizations with huge success. In addition to an estimated \$84 billion in yearly cost savings, companies who give procurement leaders prominence deliver superior returns from their operations as well as lower their costs of goods sold. This book, written by a group of purchasing and supply management practice experts, shares the hard-earned insights of more than ten years of dedicated procurement research conducted with leading academic institutions and practical experience with marquee clients in the field of procurement. It is also a natural successor to the many articles McKinsey & Company has published on the topic. This reliable resource skillfully explains and codifies the best practices that leading companies have pioneered in procurement as well as frames how procurement must evolve to grapple with new global, social, and economic issues affecting business over the next decade. Details the four key dimensions of procurement excellence Showcases the five megatrends that will change the way business is done in the next decade Provides strategies that business leaders can adopt in the face of these megatrends, together with practical advice about next steps and case examples The road ahead will require you to redefine your vision for procurement and implement the required changes.

Procurement20/20 will show you how.

This new Edition of Electronic Commerce is a complete update of the leading graduate level/advanced undergraduate level textbook on the subject. Electronic commerce (EC) describes the manner in which transactions take place over electronic networks, mostly the Internet. It is the process of electronically buying and selling goods, services, and information. Certain EC applications, such as buying and selling stocks and airline tickets online, are reaching maturity, some even exceeding non-Internet trades. However, EC is not just about buying and selling; it also is about electronically communicating, collaborating, and discovering information. It is about e-learning, e-government, social networks, and much more. EC is having an impact on a significant portion of the world, affecting businesses, professions, trade, and of course, people. The most important developments in EC since 2014 are the continuous phenomenal growth of social networks, especially Facebook , LinkedIn and Instagram, and the trend toward conducting EC with mobile devices. Other major developments are the expansion of EC globally, especially in China where you can find the world's largest EC company. Much attention is lately being given to smart commerce and the use of AI-based analytics and big data to enhance the field. Finally, some emerging EC business models are changing industries (e.g., the shared economy models of Uber and Airbnb). The 2018 (9th) edition, brings forth the latest trends in e-commerce, including smart commerce, social commerce, social collaboration, shared economy, innovations, and mobility.

From small start-ups to major corporations, companies of all sizes have embraced cloud computing for the scalability, reliability, and cost benefits it can provide. It has even been said that cloud computing may have a greater effect on our lives than the PC and dot-com revolutions combined. Filled with comparative charts and decision trees, Impleme

A Guide for the Modern Corporate Board Director

A Managerial and Social Networks Perspective

An Economic Interpretation of the Constitution of the United States

Procurement 20/20

Turquoise Eyes

Aligned to Achieve

Creating Powerful Leadership Connections in the Smallest of Moments