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Solutions

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*Implement a High-Performance
Enterprise Java Application
Modernization Strategy Learn
cutting-edge techniques and*

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processes to systematically and strategically modernize legacy Java applications with predictability, consistency, and confidence. This Oracle Press guide offers an innovative blueprint that empowers

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corporate management teams to better understand necessary technical requirements and enables Java architects and developers to better align with agile business needs. Rapid Modernization of Java

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Applications: Practical Business and Technical Solutions for Upgrading Your Enterprise Portfolio contains modernization approaches that offer end-to-end Java application portfolio visibility so that application modernization

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projects can stay on-schedule and within budget.

A timely and authoritative guide, written by the Chief Architect and Founder of Alfresco Alfresco is considered the leading open source solution for Web and

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Content Management. What makes Alfresco unique is its services, which can be easily extended with web scripts via RESTful services. Written by an author team that includes the chief architect and the founder of

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Alfresco, this comprehensive guide provides in-depth coverage of the Alfresco architecture and services and shows how to extend them through Web scripts to meet real business needs. You'll learn how

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to use Alfresco services to create effective content management solutions while detailed code examples show you how to extend Alfresco with Web scripts using RESTful services to deliver custom solutions. Features

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detailed, working code examples that demonstrate how to extend Alfresco with Web scripts Written by the Chief Architect and other key Alfresco insiders, ensuring that this book is both authoritative and up-to-date

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Shows how to integrate Alfresco with Drupal and Joomla portal solutions Covers the upcoming Alfresco 3.2 release Includes real-world case examples of increasing levels of sophistication and complexity

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The companion Web site contains all source code examples in the book You'll benefit from this timely resource that shows how to get the most from Alfresco for specific business requirements.

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Creative Solutions to Global Business Negotiations, Third Edition
Business Expert Press
Developing Practical Business Solutions
Scaling up Business Solutions to Social Problems

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*Practical Salesforce
Development Without Code
Business Management
Managing Your Business with
Multiplan
Cybersecurity: A Business
Solution*

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A Hands-on Guide

As a business leader, you might think you have cybersecurity under control because you have a great IT team. But managing cyber risk requires more than firewalls and good passwords. Cash flow,

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insurance, relationships, and legal affairs for an organization all play major roles in managing cyber risk. Treating cybersecurity as “just an IT problem” leaves an organization exposed and unprepared. Therefore, executives must take charge of the

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big picture. Cybersecurity: A Business Solution is a concise guide to managing cybersecurity from a business perspective, written specifically for the leaders of small and medium businesses. In this book you will find a step-by-step approach

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to managing the financial impact of cybersecurity. The strategy provides the knowledge you need to steer technical experts toward solutions that fit your organization's business mission. The book also covers common pitfalls that lead to a false

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sense of security. And, to help offset the cost of higher security, it explains how you can leverage investments in cybersecurity to capture market share and realize more profits. The book's companion material also includes an executive guide to The

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National Institute of Standards and Technology (NIST) Cybersecurity Framework. It offers a business level overview of the following key terms and concepts, which are central to managing its adoption. - Tiers - Profiles - Functions - Informative

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References

The goal for consumer oriented business should be to make a profit and to do it without costing the Earth. Yet exactly how to satisfy the needs and wants of consumers without contributing to

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environmental degradation is proving to be the essential, but elusive goal for businesses in the 21st century. The leading solution is to substitute material consumption with the consumption of services that offer consumers convenience and

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value but eliminate much of the inefficiency and waste associated with our throw-away society. Sustainable consumer services for households - services that are delivered to consumers at the premises such as home delivery of

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organic food, appliance leasing, mobile laundry services, internet marketing of homeservices or car pool schemes - provide a key part of the answer of how to reduce material consumption and waste while still turning a profit. Yet until now there

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has been little information to guide the development of such business models and practices, and to develop ways to make service-based consumption more attractive to consumers than object-ownership-based models. This book, equally a

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practical business handbook and business course text, provides the missing link in sustainable household service competitiveness by examining the issues, looking at business models, providing dozens of real-life best-practice examples and

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presenting data from the first large-scale consumer survey that explains consumer behaviour and what they want from home service provision. The book is an essential resource for businesses and public or nonprofit organizations and housing

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organizations entering the growing consumer services market. It provides a wealth of business know-how on what works and what doesn't, how to avoid potential pitfalls, and how to provide consumer services at the household level that are

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profitable, environmentally sustainable and that add to consumers quality of life.

The COMPLETE DO-IT-YOURSELF GUIDE to BUSINESS PLANS Do-It-Yourself Business Plan? Yes you can! This

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comprehensive Guide provides all the tools, tips and techniques you need, including Real-life case studies, Sample Business Plans and Financial Templates. In the Guide you will learn valuable insights from Uncle Ralph's thirty years of experience as

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an entrepreneur, executive and consultant to entrepreneurs. Learn what to say and what not to say in your Business Plan. How to present it to different sources of financing. How to test feasibility and calculate your break-even sales. Learn how to

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evaluate whether you have what it takes before you start. And learn how to Avoid the Seven Biggest Mistakes that most entrepreneurs make. It will be easier to prepare your Business Plan and it will deliver better results.

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Practical Problems and Solutions

Practical Solutions to Everyday Problems

Practical Business Statistics, Student Solutions Manual (e-only)

Practical Business Analytics Using SAS

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**A Practical Guide for Social and Corporate Entrepreneurs
Practical Solutions to Everyday Challenges in Business and Life
Practical Business Statistics
A silent revolution is underway, as**

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entrepreneurs challenge prevalent notions of business motives and methods to invent market-based solutions to eradicate social injustice. Yet many fail to succeed.

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Based on original research, the authors uncover why impressive solutions fail to scale up, featuring global case studies and practical solutions.

In today's competitive

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global markets, simply making a great product is not enough. To achieve profitable growth and stand out among competitors, you must start to strategically compete




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through service and innovative solutions for business customers. Professors Christian Kowalkowski and Wolfgang Ulaga guide you how to shift your business from a




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goods-centric to a service-savvy model. The authors' proprietary twelve-step roadmap to profitable service growth will help you break out of a narrow product-centric logic and



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discover how to 
determine if your company
is "fit-for-service,"  **make**
the most of your existing
services,  **innovate and**
create value-added services
and customer solutions

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beyond your products,  embed a true service-centric culture in your organization,  drive change and align your service strategy with corporate goals, 

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transform your product-centric sales force into a service-savvy sales organization,  design an organizational structure that promotes service growth, and  align your

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interests with distributors and partners. Kowalkowski and Ulaga's twelve-step roadmap is based on rigorous research and long-standing experience working with businesses.

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They have worked with hundreds of managers in industrial and professional services companies, conducted research projects, led executive workshops, and published

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numerous articles in scientific and managerial journals, including Harvard Business Review, among others. Here, they share not only their own insights but the lessons learned

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from successful case studies and years of extensive research.

What people are saying about The New How "How are you going to get rid of your Air Sandwich if you

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**don't even know what it is?
Provocative and practical at
the same time." --Seth
Godin, author of Linchpin
"The New How is
informative and provides
exciting insights because**

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the suggestions are practical and doable. Merchant gets the new reality--leadership fails not so much from flawed strategy as it does from failed processes of

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engagement from those responsible for implementing the strategy. In high-performing organizations, everyone acts like a leader, and they own the strategy and take

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actions to ensure its success. If you care about making a difference, read this book." --Barry Posner, author of The Leadership Challenge "Collaboration is a powerful, competitive

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weapon: this book shows you how to use it to win markets." --Mark Interrante, VP Content Products, Yahoo, Inc. "In a world in which the pace of change is ever quickening,

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collaboration, not control, is the route to a successful organization. This book tells you how to make your organization collaborative. And Nilofer Merchant's writing is a model of

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clarity." --Barry Schwartz, author of The Paradox of Choice: Why More Is Less
"Want to transform your organization into a collaborative enterprise? Nilofer Merchant provides

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insightful and practical strategies in The New How." --Padmasree Warrior, CTO, Cisco Systems, Inc.
"Merchant's book is a practical guide for the journey from strategy to

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implementation. The collaborative tools described here can help companies reach strategic success--and avoid pitfalls along the way." --Tom Kelley, General Manager,

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IDEO, and author of Ten Faces of Innovation Once in a generation, a book comes along that transforms the business landscape. For today's business leaders, The New How redefines the

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way companies create strategies and win new markets. Management gurus have always said "people matter." But those same gurus still relegate strategy to an elite set of

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executives who focus on frameworks, long presentations, and hierarchical approaches. Business strategy typically has been planned by corporate chiefs in annual

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meetings, and then dictated to managers to carry out. The New How turns that notion on its head. After many years of working with Apple, Adobe, HP, and many other

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companies, Nilofer Merchant discovered the secret sauce: the best way to create a winning strategy is to include employees at all levels, helping to create strategy

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they not only believe in, but are also equipped to implement. In The New How, Nilofer shows today's corporate directors, executives, and managers how they can transform

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their traditional, top-down approach to strategy planning and execution into collaborative "stratecution" that has proven to be significantly more effective. Enhance performance and

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outcomes by deflating the "air sandwich" between executives in the boardroom and employees
Recognize that strategy and execution are thoroughly intertwined

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Understand how successful strategy is founded in effective idea selection-a pile of good ideas doesn't necessarily build good strategy Create company strategy and link it to

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targeted execution, using the practical models and techniques provided
Developing Business Systems with CORBA with CD-ROM
For Framework Users

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Family Business Models
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Using Microsoft's Award-winning PC Spreadsheet

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Explains the operation of the Multiplan spreadsheet program on

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an IBM Personal Computer

"A very rich book sprinkled with real-life examples as well as battle-tested advice." —Pierre Haren, VP ILOG, IBM "James does a thorough job of explaining Decision Management Systems as enablers of a formidable business

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**transformation.” —Deepak Advani,
Vice President, Business Analytics
Products and SPSS, IBM Build
Systems That Work Actively to Help
You Maximize Growth and Profits
Most companies rely on
operational systems that are largely
passive. But what if you could**

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make your systems active participants in optimizing your business? What if your systems could act intelligently on their own? Learn, not just report? Empower users to take action instead of simply escalating their problems? Evolve without massive IT

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investments? Decision Management Systems can do all that and more. In this book, the field's leading expert demonstrates how to use them to drive unprecedented levels of business value. James Taylor shows how to integrate operational and analytic

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technologies to create systems that are more agile, more analytic, and more adaptive. Through actual case studies, you'll learn how to combine technologies such as predictive analytics, optimization, and business rules—improving customer service, reducing fraud,

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managing risk, increasing agility, and driving growth. Both a practical how-to guide and a framework for planning, Decision Management Systems focuses on mainstream business challenges. Coverage includes Understanding how Decision Management Systems can

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transform your business Planning your systems “with the decision in mind” Identifying, modeling, and prioritizing the decisions you need to optimize Designing and implementing robust decision services Monitoring your ongoing decision-making and learning how

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to improve it Proven enablers of effective Decision Management Systems: people, process, and technology Identifying and overcoming obstacles that can derail your Decision Management Systems initiative
A complete portfolio of proven

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business problem-solving tools from top consultants: consistently identify optimal, actionable solutions! * *Break down complex business problems into manageable elements, identify the best ways to solve them, and deliver 'killer' recommendations.

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***Overcome obstacles to successful change, and keep your teams and stakeholders positively focused on success. *Practical, concise, and easy to use: packed with case studies, best-practice examples, illustrations, and 'Key Points to Remember'. In Key Business**

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Solutions, a leading business consultant brings together today's best tools and techniques for solving real-world business problems. Concise, practical, and actionable, it'll help you do what you might otherwise pay a consultant to do--and do it better,

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because you know your business better than they ever will! Through realistic case studies, examples, and illustrations, you'll learn how to do all this, and much more: * *Use robust logic and a hypothesis-driven approach to solve virtually any business problem. *Deliver

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'killer' recommendations to management. *Break down business problems into manageable elements, and lighten your workload at the same time. *Implement change more successfully, managing the problems that so often lead to

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failure. *Keep your team and stakeholders happy--and keep yourself happy, too. *Choose the right tools to address each new business problem.

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**Developing Countries
A Practical Guide to Using
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Analytics
Business Solutions for Household
Markets
An Address by Mr. Pierrepont B.
Noyes, Former U.S. Rhineland**

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Commissioner, Before the Foreign Policy Association, January 20, 1923

Business Forecasting

There are countless times throughout both our business and personal daily interactions when we feel weary or burdened by the

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continuous press of issues and challenges. It's at those moments of fatigue and weakness that all we need is a little encouragement--someone to listen or a fresh idea to cheer us on and strengthen us to finish our race. That is the role of a coach.

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As I reflect on the junctures of my own path, there's a consistent element that infused my ability to overcome, to press on to the mark, to endure the present hardship that ages our souls--that element is encouragement. I can remember on every seemingly

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hopeless occasion when I was poised to quit--the thought that I cannot bare another moment or live through another disappointment, at the very second of despair--I would receive a positive word of inspiration, just enough to fuel the possibility that

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I'm so close, and I am certainly too far to turn back now. My prayer is that you find hope for the journey you are on in the pages of this book.

Develop, validate, and deploy powerful decentralized applications using blockchain Get

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the most out of cutting-edge blockchain technology using the hands-on information contained in this comprehensive resource. Written by a team of technology and legal experts, Blockchain: A Practical Guide to Developing Business, Law, and Technology

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Solutions demonstrates each topic through a start-to-finish, illustrated case study. The book includes financial, technology, governance, and legal use cases along with advantages and challenges. Validation, implementation, troubleshooting,

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and best practices are fully covered. You will learn, step-by-step, how to build and maintain effective, reliable, and transparent blockchain solutions.

- Understand the fundamentals of decentralized computing and blockchain
- Explore business,

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technology, governance, and legal use cases • Review the evolving practice of law and technology as it concerns legal and governance issues arising from blockchain implementation • Write and administer performant blockchain-

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enabled applications•Handle cryptographic validation in private, public, and consortium blockchains•Employ blockchain in cloud deployments and Internet of Things (IoT) devices•Incorporate Web 3.0 features with Swarm, IPFS, Storj,

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Golem, and WHISPER • Use Solidity to build and validate fully functional distributed applications and smart contracts using Ethereum • See how blockchain is used in crypto-currency, including Bitcoin and Ethereum • Overcome technical hurdles and secure your

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decentralized IT platform

Use this hands-on guide to build powerful solutions on the Salesforce platform without using a single line of code. This revised and expanded second edition includes Process Builder, Flow Builder, Lightning App Builder,

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Lightning Bolt Solutions, and more. Practical Salesforce Development Without Code shows you how to unlock the power of the Salesforce platform to solve real business problems. Adhering to Salesforce's "clicks, not code" mantra, Salesforce

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expert Phil Weinmeister walks Salesforce newcomers and veterans through different business problems and identifies effective—and proven—approaches to solutions using the platform's declarative framework. By adopting this book

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as your guide, you will learn how to deliver business solutions within Salesforce by combining analysis, creativity, and logic with core elements such as validation rules, workflow rules, processes, flows, formula fields, and Lightning apps. In addition,

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Weinmeister dissects and explains the most useful functions and features for declarative developers and shows you how to use them. Best of all, Weinmeister uses real-life business scenarios and visuals. Applying the lessons learned from

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this how-to guide will ultimately save you time and ensure that your clients or internal customers are enabled, equipped, and empowered. What You'll Learn Build objects, fields, and relationships to establish a sensible data model Automate

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business processes by using Workflow, Process Builder, and Flow Utilize functions and develop formulas effectively for a variety of business needs Develop approval processes to handle exception scenarios Employ actions to easily create efficient

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and relevant user experiences
Manage your environments and
deploy your solutions Who This
Book Is for Business analysts,
Salesforce administrators, and
Salesforce developers
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Through Collaborative Strategy
Key Business Solutions
Selected Chapters and Solutions
Manual from Practical Business
Statistics

Practical and user friendly, the author describes all the key elements needed to negotiate deals that are doable,

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profitable, and sustainable. Based on decades of teaching and consultancies around the world, the author provides a useful guide for business executives operating in today's digitalized global economy. This latest edition will help readers enhance their preparation, anticipate objections, create value for

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tangibles/intangibles, and avoid cultural blunders to reach mutually beneficial outcomes. By sharpening negotiation skills, business executives will be able to interact more effectively with their counterparts in the fast changing global business environment and the rising influence of third parties.

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Practical and user friendly, the author describes all the key elements needed to negotiate deals that are doable, profitable, and sustainable.

Guides the reader through the development of object-oriented, distributed business systems using CORBA.

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One of the most significant developments in recent years has been the emergence of global markets, which has triggered opportunities for multinational firms to seek business across national borders. Global markets offer unlimited opportunities. But competition in these

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markets is intense. To be globally successful, companies must learn to operate and compete in multiple environments which may be different from the home environment. One important prerequisite for success in foreign markets is the ability to negotiate properly. Global business

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negotiations are affected by the cultural backgrounds of the negotiators, comprising language, cultural conditioning, negotiating style, approaches to problem solving, implicit assumptions, gestures and facial expressions, and the role of ceremony and formality. Therefore, negotiators

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assigned to deal with their foreign counterparts need a lot of learning and skills. With training and practice such learning and skills can be enhanced. The proposed book offers a practical guide to acquire negotiating skills. The purpose of this book is to provide consistently effective strategies and

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systematic approaches to negotiations that will dramatically improve international managers as negotiators. The book provides sufficient familiarity with negotiating styles that will help managers identify their unique strength and weaknesses, thus enabling them to interpret and

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comfortably use the latest advances in the field of negotiation in dealing internationally.

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A Practical Business Solution of the

European Crisis

Decision Management Systems

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Learn to get the most out of your business data to optimize your business
About This Book This book will enable and empower you to break free of the shackles of spreadsheets

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Learn to make informed decisions using the data at hand with this highly practical, comprehensive guide This book includes real-world use cases that teach you how analytics

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can be put to work to optimize your business Using a fictional transactional dataset in raw form, you'll work your way up to ultimately creating a fully-

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*functional warehouse and a
fleshed-out BI platform
Who This Book Is For This
book is for anyone who has
wrangled with data to try
to perform automated data
analysis through*

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visualizations for themselves or their customers. This highly-customized guide is for developers who know a bit about analytics but don't know how to make use of it

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in the field of business intelligence. What You Will Learn Create a BI environment that enables self-service reporting Understand SQL and the aggregation of data

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Develop a data model suitable for analytical reporting Connect a data warehouse to the analytic reporting tools Understand the specific benefits behind visualizations with

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D3.js, R, Tableau, QlikView, and Python Get to know the best practices to develop various reports and applications when using BI tools Explore the field of data analysis

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with all the data we will use for reporting In Detail Business Intelligence (BI) is at the crux of revolutionizing enterprise. Everyone wants

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to minimize losses and maximize profits. Thanks to Big Data and improved methodologies to analyze data, Data Analysts and Data Scientists are increasingly using data to

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*make informed decisions.
Just knowing how to
analyze data is not
enough, you need to start
thinking how to use data
as a business asset and
then perform the right*

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analysis to build an insightful BI solution. Efficient BI strives to achieve the automation of data for ease of reporting and analysis. Through this book, you will develop the

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ability to think along the right lines and use more than one tool to perform analysis depending on the needs of your business. We start off by preparing you for data analytics. We

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then move on to teach you a range of techniques to fetch important information from various databases, which can be used to optimize your business. The book aims to

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provide a full end-to-end solution for an environment setup that can help you make informed business decisions and deliver efficient and automated BI solutions to

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any company. It is a complete guide for implementing Business intelligence with the help of the most powerful tools like D3.js, R, Tableau, Qlikview and Python that

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are available on the market. Style and approach Packed with real-world examples, this pragmatic guide helps you polish your data and make informed decisions for

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your business. We cover both business and data analysis perspectives, blending theory and practical hands-on work so that you perceive data as a business asset.

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An exceptional new work on family business, showing how to maintain a balanced relationship between the family and the company, and ensure satisfactory business results. This

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roadmap helps the reader to build better managed and more stable family firms.

Design, Build, and Manage High-Value BI Solutions with SQL Server 2005 In

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this book, two of Microsoft's leading consultants illustrate how to use SQL Server 2005 Business Intelligence (BI) technologies to solve real-world problems in markets

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ranging from retail and finance to healthcare. Drawing on extensive personal experience with Microsoft's strategic customers, John C. Hancock and Roger Toren offer

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unprecedented insight into BI systems design and step-by-step best practices for implementation, deployment, and management. Hancock and Toren introduce practical

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BI concepts and terminology and provide a concise primer on the Microsoft BI platform. Next, they turn to the heart of the book—constructing

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solutions. Each chapter-length case study begins with the customer's business goals, and then guides you through detailed data modeling. The case studies show how

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to avoid the pitfalls that derail many BI projects. You'll translate each model into a working system and learn how to deploy it into production, maintenance, and efficient

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operation. Whether you're a decision-maker, architect, developer, or DBA, this book brings together all the knowledge you'll need to derive maximum business value

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from any BI project. • Leverage SQL Server 2005 databases, Integration Services, Analysis Services, and Reporting Services • Build data warehouses and extend them

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to support very large databases • Design effective Analysis Services databases • Ensure the superior data quality your BI system needs • Construct advanced

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enterprise scorecard applications • Use data mining to segment customers, cross-sell, and increase the value of each transaction • Design real-time BI applications • Get

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*hands-on practice with SQL
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Negotiations
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Planning, and Management
Needs
Selected Chapters and
Solutions Manual from*

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Integration
Essential Problem-solving
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*Global Business
Negotiations, Third
Edition*

A comprehensive collection
of the field's most
provocative, influential
new work Business

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Forecasting compiles some of the field's important and influential literature into a single, comprehensive reference for forecast modeling and process improvement. It is

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packed with provocative ideas from forecasting researchers and practitioners, on topics including accuracy metrics, benchmarking, modeling of problem data,

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and overcoming dysfunctional behaviors. Its coverage includes often-overlooked issues at the forefront of research, such as uncertainty, randomness, and

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forecastability, as well as emerging areas like data mining for forecasting. The articles present critical analysis of current practices and consideration of new

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ideas. With a mix of formal, rigorous pieces and brief introductory chapters, the book provides practitioners with a comprehensive examination of the current

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state of the business forecasting field.

Forecasting performance is ultimately limited by the 'forecastability' of the data. Yet failing to recognize this, many

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organizations continue to squander resources pursuing unachievable levels of accuracy. This book provides a wealth of ideas for improving all aspects of the process,

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including the avoidance of wasted efforts that fail to improve (or even harm) forecast accuracy. Analyzes the most prominent issues in business forecasting

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Investigates emerging approaches and new methods of analysis Combines forecasts to improve accuracy Utilizes Forecast Value Added to identify process inefficiency The

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business environment is evolving, and forecasting methods must evolve alongside it. This compilation delivers an array of new tools and research that can enable

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more efficient processes and more accurate results. Business Forecasting provides an expert's-eye view of the field's latest developments to help you achieve your desired

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business outcomes.
Practical Solutions gives readers, not just a sample but, the essence of applying strategic, Solution-Focused Therapy to resolving "normal

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problems." By applying the exercises and novel perspective of Practical Solutions readers will be set free of erroneous concepts, feelings, and beliefs about themselves

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that may be keeping them from experiencing the full joy of their unique version of Life. In these pages, readers could find a new perspective on how to live their lives free

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of excessive anxiety, stress, and worry. They will learn how to tap deeper resources within themselves that have been repressed by early training and fear. This

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book will help them warm to life those aspects of their true self that they had to freeze away in order to fit in, or to just survive. Dr. Fiore's Practical Solutions is the

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result of over forty years of work as a clinical psychologist with clients and as a coach to entrepreneurs and CEOs – and from work on himself -- to discover clear and

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practical paths to Inner Peace and Optimal Performance.

Practical Business Analytics Using SAS: A Hands-on Guide shows SAS users and businesspeople

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how to analyze data effectively in real-life business scenarios. The book begins with an introduction to analytics, analytical tools, and SAS programming. The

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authors—both SAS, statistics, analytics, and big data experts—first show how SAS is used in business, and then how to get started programming in SAS by importing data and

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