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Research in learning and behavioral disabilities, employing a variety of methods and techniques, has provided information relevant to practitioners. This volume discusses, applies and evaluates different methodological approaches to learning and behavioral disorder research; and serves as a reference to educators, researchers, and others.

The Future of Industrial Man is the only book by Peter Drucker in which he systematically develops a basic social theory. He presents the requirements for any society to be functioning and legitimate, and then applies these general concepts to the special case of the industrial society. In his new introduction, Drucker explains that his reference to mercantilism in The Future of Industrial Man can today be called neoconservatism, which, he asserts, denies rather than affirms the reality of industrial and postindustrial society. Drucker outlines the major shifts of previous centuries. He describes the move from an agrarian to an industrial economy, illustrates the structure and dynamics of this new industrial order, and warns of the abuses inherent in the system if attempts are made to maintain it under anachronistic social conventions. He emphasizes the fact that the

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new industrial order must operate under a "legitimate" system of political power supported by social authority. He discusses the particular roles of the owners, the workers, the managers—the corporation itself—as he pinpoints the problem that he considers the most central and the most critical: how to maintain the continuing freedom of the individual in an increasingly intricate, bureaucratized world. Following the initial publication of this work, Jacques Barzun wrote in *The New Republic*, "Here is a book which is so perfectly planned and so transparently written as to read with almost indecent ease. . . . Each page is the fruit of much learning and long reflection. It should accordingly be studied, pondered over, analyzed word by word." According to W. H. Chamberlain of *The Atlantic Monthly*, "[Drucker] possesses a fund of historical and economic knowledge." *The Future of Industrial Man* is a landmark study by a noted analyst of the modern corporation. It is of continuing importance to economists, industrial studies scholars, and professional

Find the right words for the best job! It's not enough to have the talent and experience to land the right job—you have to be able to put that talent and experience into words. With just the right phrase, you can highlight your achievements in your resume, make the cover letter pitch that sets you apart from the crowd, and underscore your unique skill set in the

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interview that lands you the job. In 1,001 Phrases You Need to Get a Job, employment gurus Nancy Schuman and Burton Jay Nadler show you how to walk the walk and talk the talk you need to win the job you want.

This is a print on demand edition of a hard to find publication. An overview of federally related entities that possess legal characteristics of both the governmental and private sectors. These hybrid org. (e.g., Fannie Mae, Nat. Park Fdn.), referred to in this report as the 'quasi gov't.', have grown in number, size, and importance in recent decades. A brief review of exec. branch organizational history is followed by a description of entities with ties to the exec. branch, although they are not 'agencies' of the U.S. Several categories of quasi governmental entities are discussed: (1) quasi official agencies; (2) gov't.-sponsored enterprises; (3) federally funded R&D corp.; (4) agency-related non-profit org.; (5) venture capital funds; (6) congress. chartered non-profit org.; and (7) those of indeterminate character. Illus.

Guidelines to Our Changing Society

Key Issues, Key Texts

The Complete Book of Data Anonymization

The Silo Effect

A Framework for Action

Organisational Environment

The author, an American anthropologist, describes her experiences during the year she spent as a

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Japanese geisha, and looks at the role of women, and geishas, in modern Japan

Award-winning speaker and business consultant

Joey Coleman teaches audiences and companies all over the world how to turn a one-time purchaser into a lifelong customer. Coleman's theory of building customer loyalty isn't about focusing on marketing or closing the sale: It's about the First 100 Days® after the sale and the interactions the customer experiences. While new customers experience joy, euphoria, and excitement, these feelings quickly shift to fear, doubt, and uncertainty as buyer's remorse sets in. Across all industries, somewhere between 20%-70% of newly acquired customers will stop doing business with a company with the first 100 days of being a new customer because they feel neglected in the early stages of customer onboarding. In Never Lose a Customer Again, Coleman offers a philosophy and methodology for dramatically increasing customer retention and as a result, the bottom line. He identifies eight distinct emotional phases customers go through in the 100 days following a purchase. From an impulse buy at Starbucks to the thoughtful purchase of a first house, all customers have the potential to experience the eight phases of the customer journey. If you can understand and anticipate the customers' emotions, you can apply a myriad of tools and techniques -- in-person,

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email, phone, mail, video, and presents -- to cement a long and valuable relationship. Coleman's system is presented through research and case studies showing how best-in-class companies create remarkable customer experiences at each step in the customer lifecycle. In the "Acclimate" stage, customers need you to hold their hand and over-explain how to use your product or service. They're often too embarrassed to admit they're confused. Take a cue from Canadian software company PolicyMedical and their challenge of getting non-technical users to undergo a complex installation and implementation process. They turned a series of project spreadsheets and installation manuals into a beautiful puzzle customers could assemble after completing each milestone. In the "Adopt" stage, customers should be welcomed to the highest tier of tribal membership with both public and private recognitions. For instance, Sephora's VIB Rogue member welcome gift provides a metallic membership card (private recognition) and a members-only shade of lipstick (for public display). In the final stage, "Advocate," loyal customers and raving fans are primed to provide powerful referrals. That's how elite entrepreneurial event MastermindTalks continues to sell-out their conference year after year - with zero dollars spent on marketing. By surprising their loyal fans with

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amazing referral bonuses (an all-expenses paid safari?!) they guarantee their community will keep providing perfect referrals. Drawing on nearly two decades of consulting and keynoting, Coleman provides strategies and systems to increase customer loyalty. Applicable to companies in any industry and of any size (whether measured in employee count, revenue, or total number of customers), implementing his methods regularly leads to an increase in profits of 25-100%. Working with well-known clients like Hyatt Hotels, Zappos, and NASA, as well as mom-and-pop shops and solo entrepreneurs around the world, Coleman's customer retention system has produced incredible results in dozens of industries. His approach to creating remarkable customer experiences requires minimal financial investment and will be fun for owners, employees, and teams to implement. This book is required reading for business owners, CEOs, and managers - as well as sales and marketing teams, account managers, and customer service representatives looking for easy to implement action steps that result in lasting change, increased profits, and lifelong customer retention.

Online Statistics: An Interactive Multimedia Course of Study is a resource for learning and teaching introductory statistics. It contains material presented in textbook format and as video

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presentations. This resource features interactive demonstrations and simulations, case studies, and an analysis lab. This print edition of the public domain textbook gives the student an opportunity to own a physical copy to help enhance their educational experience. This part I features the book Front Matter, Chapters 1-10, and the full Glossary. Chapters Include:: I. Introduction, II. Graphing Distributions, III. Summarizing Distributions, IV. Describing Bivariate Data, V. Probability, VI. Research Design, VII. Normal Distributions, VIII. Advanced Graphs, IX. Sampling Distributions, and X. Estimation. Online Statistics Education: A Multimedia Course of Study (<http://onlinestatbook.com/>). Project Leader: David M. Lane, Rice University.

For undergraduate courses in investments. This comprehensive interface of traditional and modern approaches to securities analysis and portfolio management embraces a global approach and uses the unique feature of applying concepts to a continuous example, McDonald's Corporation.

Managing Time

The Future of Industrial Man

Focus on what Matters, Avoid Distractions, Get Things Done

Turn Any Sale into Lifelong Loyalty in 100 Days

Quantitative Techniques And Methods

Drucker on Asia

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The Handbook of Experiential Learning In International Business is a one-stop source for international managers, business educators and trainers who seek to either select and use an existing experiential learning project, or develop new projects and exercises of this kind.

This book constitutes the refereed post-conference proceedings of the 15th IFIP WG 5.1 International Conference on Product Lifecycle Management, PLM 2018, held in Turin, Spain, in July 2018. The 72 revised full papers presented were carefully reviewed and selected from 82 submissions. The papers are organized in the following topical sections: building information modeling; collaborative environments and new product development; PLM for digital factories and cyber physical systems; ontologies and data models; education in the field of industry 4.0; product-service systems and smart products; lean organization for industry 4.0; knowledge management and information sharing; PLM infrastructure and implementation; PLM maturity, implementation and adoption; 3D printing and additive manufacturing; and modular design and products and configuration and change management. Improving service quality has finally become a top priority of management today, yet according to service quality expert Leonard Berry only a handful of companies have managed to determine exactly what to improve and how to improve it. For the past two years, Berry studied dozens of companies of all sizes renowned for their capacity to deliver what they promise and more. From his on-site observation of the

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strategies and practices of such companies as Mary Kay Cosmetics, Tattered Cover Book Store, Longo Toyota & Lexus, Lakeland Regional Medical Center, and Hard Rock Cafe, Berry has constructed a dynamic new framework for improving service. This framework provides a roadmap for implementation found nowhere else in the service quality literature. In every chapter Berry draws on his twelve years of research in service quality to explain each part of the framework in detail. He provides rich insights and inspiring examples of great service -- including numerous examples unique to this book as well as the classic success stories of USAA, Taco Bell, and many more. Berry shows that a company must (1) develop service leadership skills and values -- a concept substantially different from developing general leadership; (2) build a service quality information system; and (3) create a comprehensive service strategy based on the four principles of great service: reliability, surprise, recovery, and fairness. He demonstrates how these four principles, when adopted by the leadership and infused into the systems of a service company, are the building blocks of the framework and form the anchor for implementation. Berry shows how the "artistry" of great service can be systematically created from this foundation through a company's organizational structure, technology, and often under utilized human resources assets. He challenges service managers to set their service quality aspirations higher, and his innovative, practical ideas will help them achieve those higher standards. Linking service excellence to value creation, Berry provides

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solid financial reasons for the necessity of great service. Here, at last, is the book for which managers in every service industry have waited: Leonard Berry's "operating manual" for turning plans for great service into action.

With forty well structured and easy to follow topics to choose from, each workbook has a wide range of case studies, questions and activities to meet both an individual or organization's training needs. Whether studying for an ILM qualification or looking to enhance the skills of your employees, Super Series provides essential solutions, frameworks and techniques to support management and leadership development. Funding of Political Parties and Election Campaigns

Geisha

Online Statistics Education

Mastering Strategy

The Palgrave Handbook of Experiential Learning in International Business

Spanish Short Stories For Beginners (Vol 1)

Even experienced ESL teachers get stuck in a rut. It's time to find some fresh ideas!

Whether you're a first-time ESL/EFL/TEFL teacher, an experienced but overwhelmed instructor, or an instructor without a textbook, you need more activities for your listening classes for children. If you're tired of wasting time wading through the junk on the Internet, then Jackie is here to help.

During her decade of experience as a CELTA/DELTA certified teacher, author

Jackie Bolen has developed countless games and activities for her students. She's sharing her low-prep/no-prep ideas with ESL teachers throughout the world. In ESL Listening Activities for Kids (6-13), you'll get dozens of ideas to use in your own classroom. The highly-detailed descriptions will show you exactly how to use the activities during your lessons. Jackie's clearly and concisely explained activities will help you add instructional variety and put the focus back on your students. If you're extremely busy or you're simply out of new ideas, Jackie's book makes it easy to try out new and exciting activities your students will love! Buy the book to get new lesson plans ready to go in minutes!

The role of money in politics is an issue of daily debate in old and new democracies alike. The ways that parties get access to money can influence the outcome of elections, determine the relationship between party leaders and members, affect the number of women elected and condition the level of public trust as a whole. The IDEA Handbook is designed to encourage informed public debate. It looks at the strengths and weaknesses of the different national laws and regulations from a regional perspective. It analyses the problems of enforcement and the

opportunities for effective public disclosure of funds.

The Complete Book of Data Anonymization: From Planning to Implementation supplies a 360-degree view of data privacy protection using data anonymization. It examines data anonymization from both a practitioner's and a program sponsor's perspective.

Discussing analysis, planning, setup, and governance, it illustrates the entire process of adapting an

Sales and Distribution Management, intended for students of MBA specializing in marketing, undertakes detailed discussions to explain and analyze techniques, and strategies used by marketers to deal with the increasing competition. With the rapid changes in technology, sales and distribution management has become very critical for the success of any business enterprise. The book is divided into 22 chapters and 2 modules. Module 1 focuses on Sales Management discussing the selling process, sales force automation, recruitment and selection of sales force, their training and compensation and more. Module 2 on Distribution Management covers ways of designing customer-oriented marketing and logistics channels, channel information system, application of e-commerce and managing the international channels of

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distribution. Besides students, the book with its application-oriented approach and new real life cases would also be useful to marketing professionals too.

Practical Ideas for the Classroom

A Revised Framework

SAP EWM Architecture and Programming

The Frontiers of Management

Distribution and Sales Management

A Handbook on Political Finance

Drucker on Asia is written in two parts (Times of Challenge & Time to Reinvent) which is the result of a dialogue between Peter Drucker and Isao Nakauchi on international themes. Drucker On Asia is the result of extensive dialogue between two of the world's leading business figures, Peter F Drucker and Isao Nakauchi. Their dialogue considers the changes occurring in the economic world today and identifies the challenges that free markets and free enterprises now face with specific reference to China and Japan. * What do these economic changes mean for an individual country and its economy? * What do these changes mean to Japan? * What do these changes mean to society; the individual company; the individual professional and executive? These are the questions that Drucker and Nakauchi address in their brilliant

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insight into the future economic role of Asia.

Learn how to use customer relationship management (CRM) techniques to give your company an edge in the competitive marketplace. --

A 21 Day Devotional with Music. To every woman that wants to see God's best in her life and is willing to do the work. This devotional is to empower women to live their best life through prayer and worship.

Does it seem like you never have enough time to get everything done? Keeping on top of your tasks, deadlines, and work schedule can be daunting. Managing Time quickly walks you through the basics. You'll learn to: Assess how you spend your time now Prioritize your tasks Plan the right time to work on each one Avoid procrastination and interruptions About HBR's 20-Minute Manager Series: Don't have much time? Get up to speed fast on the most essential business skills with HBR's 20-Minute Manager series. Whether you need a crash course or a brief refresher, each book in the series is a concise, practical primer that will help you brush up on a key management topic. Advice you can quickly read and apply, for ambitious professionals and aspiring executives from

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the most trusted source in business. Also available as an ebook.

The Life-Changing Benefits of Being Frank
15th IFIP WG 5.1 International Conference,
PLM 2018, Turin, Italy, July 2-4, 2018,
Proceedings

49 ESL Listening Activities for Kids
(6-13)

Sales Force Design For Strategic Advantage
Drawn To Love

An Interactive Multimedia Course of Study
(Part I: Chapters 1-10)

Business to business markets are considerably more challenging than consumer markets and as such demand a more specific skillset from marketers. Buyers, with a responsibility to their company and specialist product knowledge, are more demanding than the average consumer. Given that the products themselves may be highly complex, this often requires a sophisticated buyer to understand them. Increasingly, B2B relationships are conducted within a global context. However all textbooks are region-specific despite this growing move towards global business relationships – except this one. This textbook takes a global viewpoint, with the help of an

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international author team and cases from across the globe. Other unique features of this insightful study include: placement of B2B in a strategic marketing setting; full discussion of strategy in a global setting including hypercompetition; full chapter on ethics and CSR early in the text; and detailed review of global B2B services marketing, trade shows, and market research. This new edition has been fully revised and updated with a full set of brand new case studies and features expanded sections on digital issues, CRM, and social media as well as personal selling. More selective, shorter, and easier to read than other B2B textbooks, this is ideal for introduction to B2B and shorter courses. Yet, it is comprehensive enough to cover all the aspects of B2B marketing any marketer needs, be they students or practitioners looking to improve their knowledge. Cutting edge thinking and best practice from the best brains at four of the world's top business schools. Everyone in business is involved in strategy. Whether it be formulating it or

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implementing it. Every business from Fortune 500 companies to internet start-ups is reliant on strategy for survival and success. Mastering Strategy brings you the latest thinking from the world's top international business schools. This rich mix of thought leadership covers all the top strategy issues, from mergers & acquisitions, risk, technology, and alliances, to knowledge, governance, globalization, and leadership. With contributors from among the world's top strategists, including C.K. Prahalad, Henry Mintzberg, John Kay, Noel Tichy, and W. Chan Kim, this book combines definitive new thinking with examples of leading corporate strategies. Strategy is everybody's business. Become a master of yours. SAID The Said Business School is the business school of the University of Oxford, and the newest department in one of the world's oldest universities. The school was established in 1998 through an initial £20m benefaction from Mr Wafic Said and matching funding from the University. It specializes in high level research into international business topics,

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including strategy, finance and corporate governance. The school also offers MBA, undergraduate and research degrees to an international student body. INSEAD In just 40 years, INSEAD has grown from a modest European educational start-up to one of the world's leading business schools, with more than 650 MBAs, 5,500 executives and 40 PhDs from over 75 countries passing through its programs every year. Participants are taught by an internationally recognized faculty of 124 professors from 26 countries. The institute's extensive alumni network is present in 122 countries and represents more than 20,200 MBA and executive alumni. CHICAGO The University of Chicago Graduate School of Business is at the forefront of bringing a discipline-based approach to the study of business. Chicago GSB is known for its world renowned faculty, which includes more Nobel Prize winners than any other business school. Chicago GSB is also known for its strength in a number of areas including strategy, finance, entrepreneurship, international business, general

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management, economics, accounting, marketing and its innovative MBA program, which has campuses in Barcelona, Singapore and Chicago. MICHIGAN In Business Week magazine's bi-annual survey of corporate executives, the University of Michigan Business School (UMBS) was rated the most innovative business schools in the United States. UMBS's MBA and undergraduate programs blend the school's unusual across-the-board academic prowess with intensive development of applied skills and capabilities for results-producing leadership. In addition to degree programs, the Executive Education Center at UMBS offers a wide range of public and customized programs for working executives. More than 5,000 people participate in these programs each year, both on the school's campus in Ann Arbor, Michigan, and in overseas locations.

¡Hola! Hello! Did you understand this first Spanish word? Yes, you did! Why? Because it was presented to you using a new technique that is making learning languages easier than ever – the

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Bilingual Reading. We created this book using this technique so that you can learn Spanish in a fast and fun way and whenever you want. How does this work? It is simple: Bilingual Reading works by reading two versions of the same book or text at once. One version will be on the language you want to learn (in this case we will help you to learn Spanish) and the other version will be in your native language or some other language you are comfortable with – here we will use English. Using this method, you will quickly start discovering the meaning of the words in Spanish and accumulating vocabulary that will soon allow you to read texts that are more complex without having to spend hours and hours looking for every word meaning on a dictionary and trying hard to memorize it. In order to make it easier for you to learn Spanish in a fun way, we gathered in a word a very special group of 12 Spanish short stories. These 12 Spanish short stories for beginners were written using straightforward grammar that is comprehensible for beginners and that will help you rapidly gain more Spanish

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vocabulary and comprehension. Using Spanish English parallel text, this book will increase your bilingual reading comprehension skills and maximize the time you invest in reading. The book is organized as a Spanish learning book: you can start by reading each paragraph of each story in the two languages (in Spanish English parallel text), then move to read the full story in each language, rereading to consolidate the Spanish fundamentals whenever is necessary. This way you will feel the progress of Spanish language learning when moving from story to story and see your Spanish vocabulary grow as your bilingual reading comprehension increases - allows you to learn Spanish easily and more than that, you can learn Spanish in a fast and fun way. You can even dedicate it a few moments every day so you can even learn Spanish in 10 minutes a day if you want! Let's Start? Tens of thousands of women have turned to Jane Powell's Meditations for Women Web site for guidance (www.meditationsforwomen.com). Now, a year's worth of Jane's best meditations

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in a purse-size book that you can carry with you wherever you go. In this book of wisdom, you'll feel empowered to live your life to your fullest potential. With each of the 366 daily meditations you will learn new ways of viewing familiar, everyday situations, and discover tools to transform those situations into opportunities and personal growth. * Improve self-esteem and confidence * Overcome fears holding you back * Break emotional bad habits * Enjoy loving relationships * Recognize your self-worth * Effortlessly set your boundaries * Let go of past hurts * Reach your most cherished goals * and much, much more!

The Charm of Confrontation

The Complete MBA Companion in Strategy

International Convergence of Capital

Measurement and Capital Standards

Flight Instructor's Handbook

Meditations for Women

Case Study Method

The Frontiers of Management offers stimulating and profitable reading for both existing Drucker disciples and those new to his writing. This collection of thirty-five finely balanced articles and essays, plus an interview and afterword, was

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planned by the author from the beginning to be published eventually in one volume and as variations on one unifying theme - the challenges of tomorrow that face the executive today. What kind of tomorrow it will be depends heavily on the knowledge, insight, foresight and competence of the decision makers of today. The future is in the hands of executives who are already fully occupied with the daily crisis, and for whom the daily crisis is the one absolutely predictable event in their working day. It is to these people that this Drucker volume is addressed, to enable them to see and to understand the long-range implications and impacts of their immediate, everyday, urgent actions and decisions. The Charm of Confrontation shows how mastering the skill of confrontation-which is simply a situation of opposing parties-can open doors to your success in relationships and your career. Different than most self-help books, The Charm of Confrontation uses my spiritual journey and background in theater to give you tools as a framework for your confrontations. And you don't have to be an actor or a Christian to use these tools. Anyone who wants to get better at confrontation can use them! This is not an expert-telling-you-what-to-do kind of self-help book, but the kind where I'm helping myself by writing it. I'm reminding myself of what I've learned on the subject, sharing it and continuing to practice my own confrontations. For a free audio version go to www.TheCharmofConfrontation.com!

Product Lifecycle Management to Support Industry

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4.015th IFIP WG 5.1 International Conference, PLM 2018, Turin, Italy, July 2-4, 2018, ProceedingsSpringer

This book focuses upon the role of the sales force in today's changing world and how to design a sales force for strategic advantage. It includes sections on how to assess the current sales force design and how to implement change and covers customer segmentation, market strategy, structuring and sizing, alignment, metrics and managing change.

1,001 Phrases You Need to Get a Job

Security Analysis and Portfolio Management

Business to Business Marketing Management

The Peril of Expertise and the Promise of Breaking Down Barriers

Energy Management Handbook

Sales and Distribution Management

This is the most comprehensive guide to the current uses and importance of case study methods in social research. The editors bring together key contributions from the field which reflect different interpretations of the purpose and capacity of case study research. The address issues such as: the problem of generalizing from study of a small number of cases; and the role of case study in developing and testing theories. The editors offer in-depth assessments of the main arguments. An annotated bibliography of the literature dealing with case study research makes this an exhaustive and indispensable guide. `This is a worthwhile book which will be useful to readers. It collects together

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key sources on a topic which is a "hardy perennial", guaranteeing its relevance for academics, researchers, and students on higher level methods programmes. The editorial contributions are by well-known authorities in the field, are carefully-constructed, and take a clear position. I would certainly want this book on my shelf' - Nigel Fielding, University of Surrey

An award-winning columnist and journalist describes how businesses that structure their teams into functional departments, or "silos," actually hinder work, cripple innovation, restrict thinking and force normally smart people to ignore risks and opportunities. --

The Age of Discontinuity: Guidelines to Our Changing Society describes the discontinuities that are changing the structure and the meaning of economy, politics, and society. Major discontinuities exist in four areas: the knowledge technologies; changes in the world's economy; a society of organizations; and the knowledge society. This book is organized into four parts encompassing 17 chapters. Each part represents the four areas of discontinuities. Part I highlights the growth in major industries and businesses, along with economic policies related to tax incentives. Part II looks into the status of the global economy, the disparity between the rich and poor countries, and the concepts and application of the economic theory demonstrating a closed economy controlled from within by national, monetary, credit, and tax policies.

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Part III examines the changes in the political matrix of social and economic life. This part deals particularly with the theory of pluralism and organizations, as well as the creation of socio-political reality. Part IV focuses on the changes in the cost center and the crucial resource of the economy. Knowledge changes involve changes in labor forces and work. This book will prove useful to economists, public servants, sociologists, and researchers.

Social and behavioral science has for decades studied and recognized leadership as a social exchange between leaders and followers. But leadership is rather complex, and as such, it tends to lead to an increased interest within and across different disciplines. This book is an attempt to provide theoretical and empirical framework to better understand leadership challenges in various contexts. The authors cover an array of themes that span from an individual level to an organizational and societal level. In this volume, two sections are presented. The first section based on individual level focuses on different leadership styles and abilities, and the other section provides theories to understand leadership in public administration, in industrial settings and in nonprofit organizations.

A Global Perspective

Hybrid Organizations with Both Government and Private Sector Legal Characteristics

Building SOA Solutions Using the Rational SDP

Building Data Mining Applications for CRM

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Quasi Government

PRINCIPLES AND PRACTICES OF MANAGEMENT

(With CD)