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To the CloudAgile Product DevelopmentIntroduction to Satellite CommunicationManaging a Global Workforce: Challenges and Opportunities in International Human Resource ManagementAdvertising and PromotionInformation Technology for ManagementI Will Teach You to Be Rich, Second EditionBank 2.0Exercise PhysiologyCorporate Responsibility CoalitionsBusiness Models and ICT Technologies for the Fashion Supply ChainInvisible EnginesThe Accidental HFT FirmOperations StrategyMarketing of High-technology Products and InnovationsStrategic ManagementStrategic ManagementPrinciples of MarketingChinese Media, Global ContextsAsian Founders at WorkBuilding Positive OrganisationsSystem1Rebellious MourningInternet of Things From Hype to RealityGlobal Operations StrategyIntroductory StatisticsThree Sigma LeadershipThe Online Advertising PlaybookBusiness Intelligence and Analytics: Systems for Decision Support, Global EditionAdvanced Theory and Practice in Sport MarketingInternational Marketing ManagementChina-Focused CasesDeadly ParadiseSport MarketingPrivate Equity 4.0Can East Asia Compete?Management Information SystemsClinical Dermatology Trials 101Fundamentals of Business (black and White)Organization Theory and Design

To the Cloud

The only text on the market that provides readers with the marketing information they need to successfully market high-tech products. Introduction to World of High Technology Marketing; Strategic Market Planning in; High-Tech Firms; Culture and Climate Considerations for High-Tech Companies; Market Orientation and Cross-functional (Marketing/R&D); Partnerships/Alliances and Customer Relationship Marketing; Marketing Research in High-Tech Markets; Understanding High-Tech Customers; Technology and Product Management; Distribution Channels and Supply Chain Management in High-Tech Markets; Pricing Considerations in High-Tech Markets; Marketing Communication Tools for High-Tech Markets; Strategic Considerations in Marketing Communications; Strategic Considerations for the Triple Bottom Line in High-Tech Companies MARKET: Marketing of High-Technology Products and Innovations provides comprehensive coverage of the latest academic research and leading-edge business practices to prepare readers for the unique challenges they will face when marketing high-tech products and services.

Agile Product Development

Introductory Statistics is designed for the one-semester, introduction to statistics course and is geared toward students majoring in fields other than math or engineering. This text assumes students have been exposed to intermediate algebra, and it focuses on the applications of statistical knowledge rather than the theory behind it. The foundation of this textbook is Collaborative Statistics, by Barbara Illowsky and Susan Dean. Additional topics, examples, and ample opportunities for practice have been added to each chapter. The development choices for this textbook were made with the guidance of many faculty members who are deeply involved in teaching this course. These choices led to innovations in art, terminology, and practical applications, all with a goal of increasing

relevance and accessibility for students. We strove to make the discipline meaningful, so that students can draw from it a working knowledge that will enrich their future studies and help them make sense of the world around them. Coverage and Scope Chapter 1 Sampling and Data Chapter 2 Descriptive Statistics Chapter 3 Probability Topics Chapter 4 Discrete Random Variables Chapter 5 Continuous Random Variables Chapter 6 The Normal Distribution Chapter 7 The Central Limit Theorem Chapter 8 Confidence Intervals Chapter 9 Hypothesis Testing with One Sample Chapter 10 Hypothesis Testing with Two Samples Chapter 11 The Chi-Square Distribution Chapter 12 Linear Regression and Correlation Chapter 13 F Distribution and One-Way ANOVA

Introduction to Satellite Communication

The groundbreaking NEW YORK TIMES and WALL STREET JOURNAL BESTSELLER that taught a generation how to earn more, save more, and live a rich life—now in a revised 2nd edition. Buy as many lattes as you want. Choose the right accounts and investments so your money grows for you—automatically. Best of all, spend guilt-free on the things you love. Personal finance expert Ramit Sethi has been called a "wealth wizard" by Forbes and the "new guru on the block" by Fortune. Now he's updated and expanded his modern money classic for a new age, delivering a simple, powerful, no-BS 6-week program that just works. I Will Teach You to Be Rich will show you: • How to crush your debt and student loans faster than you thought possible • How to set up no-fee, high-interest bank accounts that won't gouge you for every penny • How Ramit automates his finances so his money goes exactly where he wants it to—and how you can do it too • How to talk your way out of late fees (with word-for-word scripts) • How to save hundreds or even thousands per month (and still buy what you love) • A set-it-and-forget-it investment strategy that's dead simple and beats financial advisors at their own game • How to handle buying a car or a house, paying for a wedding, having kids, and other big expenses—stress free • The exact words to use to negotiate a big raise at work Plus, this 10th anniversary edition features over 80 new pages, including: • New tools • New insights on money and psychology • Amazing stories of how previous readers used the book to create their rich lives Master your money—and then get on with your life.

Managing a Global Workforce: Challenges and Opportunities in International Human Resource Management

This is a basic text in International Marketing, a major knowledge area for students of management studies. This book attempts to make learning of the nuances of the subject easy and enjoyable for students. International trade, economic free trade zones, embargoes on exports, and tariff and non-tariff barriers that the companies face overseas form a major part of the book. In addition, the role of international organizations under the guidance of the United Nations has been given its due importance.

Advertising and Promotion

"Human beings make decisions in two ways. One is slow, deliberate and

calculating. The other is fast, instinctive and emotional. And the fast one is in the driving seat. Psychologists call it System 1. This book shows how businesses can achieve profitable growth by devising their marketing for System 1 decision-making. It reveals how designing for System 1 can unlock success across innovation, advertising, brand building and shopper marketing. It brings together years of work on how people buy, and how to get them buying you."--

Information Technology for Management

Shows you what it takes to develop products that blow your users away—and take market share from your competitors. This book will explain how the principles behind agile product development help designers, developers, architects, and product managers create awesome products; and how to look beyond a shiny user interface to build a great product. Most importantly, this book will give you a shared framework for your product development team to collaborate effectively. Product development involves several key activities—including ideation, discovery, design, development, and delivery—and yet too many companies and innovators focus on just a few of them much to the detriment of the product's success in the marketplace. As a result we still continue to see high failure rates in new product development, be it inside organizations or startups. Unfortunately, or rather fortunately, these failures are largely avoidable. In the last fifteen years, advances in agile software development, lean product development, human-centered design, design thinking, lean startups and product delivery have helped improve individual aspects of product development. However, not enough guidance has been available to integrate them in the context of the product development life cycle. Until now. Product developer extraordinaire Tathagat Varma in Agile Product Development integrates individual knowledge areas into a fiel d manual for product developers. Organized in the way an idea germinates, sprouts, and grows, the book synthesizes the body of knowledge in a pragmatic way that is more natural to the entire product creation process rather than from individual practices that constitute it. In today's hyper-innovative world, being first to the market, or delivering feature-loaded products, or even offering the latest technology doesn't guarantee success anymore. Sure, those elements are all needed in the right measures, but they are not sufficient by themselves. And getting it right couldn't be more important: Building products that deliver awesome user experiences is the top challenge facing businesses today, especially in a post-Apple world where user experience and design has been elevated to a cult status.

I Will Teach You to Be Rich, Second Edition

While many business schools are teaching Global Operations Strategy with self-made teaching materials, there are no such textbooks. Combining practical approaches with detailed theoretical underpinnings, this book provides theories, tools, frameworks, and techniques for global operations strategy, and brings real world perspectives to students and managers. Each chapter includes definition of key terms, introduction of fundamental theories, several short case examples, one long new case to explain the associated theories, and recommended further reading.

Bank 2.0

Information technology is ever-changing, and that means that those who are working, or planning to work, in the field of IT management must always be learning. In the new edition of the acclaimed Information Technology for Management, the latest developments in the real world of IT management are covered in detail thanks to the input of IT managers and practitioners from top companies and organizations from around the world. Focusing on both the underlying technological developments in the field and the important business drivers performance, growth and sustainability—the text will help students explore and understand the vital importance of IT's role vis-a-vis the three components of business performance improvement: people, processes, and technology. The book also features a blended learning approach that employs content that is presented visually, textually, and interactively to enable students with different learning styles to easily understand and retain information. Coverage of next technologies is up to date, including cutting-edged technologies, and case studies help to reinforce material in a way that few texts can.

Exercise Physiology

This book is the first anthology compiled in English by the CEIBS Case Center to promote China-focused cases worldwide. Included are ten of twenty six award-winning cases from the Global Contest for the Best China-Focused Cases during 2015 to 2017: these works exemplify the quality of effective business cases and share stories of China to the world. Each of the ten cases has a defining feature. Some cases, with a focus on user demand, analyze how companies build their core competence (e.g., Haidilao Hot-Pot and OnePlus Mobile Phone), while others present an array of business innovations in the era of new retail, e-commerce, and the sharing economy (e.g., SF Express, Jinhuobao, ofo, FamilyMart, and Handu Apparel). Some describe Chinese companies' operations in the overseas market (e.g., Huawei and TECNO), and others depict how foreign companies adapt to the Chinese market in a unique way (e.g., Starbucks). These cases were drawn from Chinese and overseas business schools. The book helps bridge the gap between the world management community's interest in China and the limited availability of China-focused management cases. We hope this collection of select cases will prove valuable and informative for our readers.

Corporate Responsibility Coalitions

Effective marketing is essential for any successful sport organization, from elite international teams to local leagues. Now in a fully revised and updated third edition, Advanced Theory and Practice in Sport Marketing is still the only text to introduce key theory and best practice at an advanced level. This new edition goes beyond the introductory marketing course by exploring advanced marketing theories related to social responsibility, global issues, information systems, consumer behavior, product management, logistics, sales, promotions, and social/digital/mobile media. New to the edition are sections on branding, destination marketing, and performance evaluation that demonstrate how to measure impacts through sport marketing and how to use analytics to determine

sport marketing success. Every chapter contains extended case studies and theory-to-practice insights from marketing professionals around the world and a companion website includes an impressive array of additional teaching and learning resources. Advanced Theory and Practice in Sport Marketing goes further than any other textbook to prepare students for the real world of sport marketing. It is essential reading for any upper-level undergraduate or postgraduate course in sport marketing or sport business.

Business Models and ICT Technologies for the Fashion Supply Chain

Organizing involves continous challenges in the face of uncertainty and change. How is globalization impacting organizations? How will new strategies for a turbulent world affect organizational design?In this second edition of Organization Theory and Design, developed for students in the UK, Europe, the Middle East and Africa, respected academics Jonathan Murphy and Hugh Willmott continue to add an international perspective to Richard L. Daft's landmark text. Together they tackle these questions in a comprehensive, clear and accessible study of the subject.

Invisible Engines

"Private equity is more economically significant than ever, as institutions hunt for high returns in a risky world. Private Equity 4.0 examines the role, workings and contribution of this important industry in a straightforward yet revealing manner." Dr. Josh Lerner Jacob H. Schiff Professor of Investment Banking Chair, Entrepreneurial Management Unit Harvard Business School A multi-perspective look at private equity's inner workings Private Equity 4.0 provides an insider perspective on the private equity industry, and analyzes the fundamental evolution of the private equity asset class over the past 30 years, from alternative to mainstream. The book provides insightful interviews of key industry figures, and case studies of some of the success stories in the industry. It also answers key questions related to strategy, fund manager selection, incentive mechanisms, performance comparison, red flags in prospectuses, and more. Private Equity 4.0 offers guidance for the many stakeholders that could benefit from a more complete understanding of this special area of finance. Understand the industry's dominant business models Discover how value is created and performance measured Perform a deep dive into the ecosystem of professionals that make the industry hum, including the different incentive systems that support the industry's players Elaborate a clear set of guidelines to invest in the industry and deliver better performance Written by a team of authors that combine academic and industry expertise to produce a well-rounded perspective, this book details the inner workings of private equity and gives readers the background they need to feel confident about committing to this asset class. Coverage includes a historical perspective on the business models of the three major waves of private equity leading to today's 4.0 model, a detailed analysis of the industry today, as well as reflections on the future of private equity and prospective futures. It also provides readers with the analytical and financial tools to analyze a fund's performance, with clear explanations of the mechanisms, organizations, and individuals that

make the system work. The authors demystify private equity by providing a balanced, but critical, review of its contributions and shortcomings and moving beyond the simplistic journalistic descriptions. Its ecosystem is complex and not recognizing that complexity leads to inappropriate judgments. Because of its assumed opacity and some historical deviant (and generally transient) practices, it has often been accused of evil intents, making it an ideal scapegoat in times of economic crisis, prodding leading politicians and regulators to intervene and demand changes in practices. Unfortunately, such actors were often responding to public calls for action rather than a thorough understanding of the factors at play in this complex interdependent system, doing often more harm than good in the process and depriving economies of one of their most dynamic and creative forces. Self-regulation has clearly shown its limits, but righteous political interventions even more so. Private equity investment can be a valuable addition to many portfolios, but investors need a clear understanding of the forces at work before committing to this asset class. With detailed explanations and expert insights, Private Equity 4.0 is a comprehensive guide to the industry ways and means that enables the reader to capture its richness and sustainability.

The Accidental HFT Firm

Praise for The Online Advertising Playbook "Finally, someone has documented all we know about online advertising and how to do it right. As much as this confirms that online advertising really works, we know that marketers don't always get it right. The ARF's The Online Advertising Playbook provides critical insight on what sticks and what doesn't in online advertising and marketing." —Greg Stuart, CEO and President, Interactive Advertising Bureau and coauthor of What Sticks "The Online Advertising Playbook's principles, case studies, and strategic insights equip marketers with the best knowledge available. It will help your online advertising achieve the full range of marketing objectives, from lead generation and customer acquisition to driving trial and loyalty." —Tim Kopp, Vice President, Global Interactive Marketing, The Coca-Cola Company "To grow interactive marketing from here we need to institutionalize our wisdom and experience about what works. This book explains, in a disciplined way, what marketers have learned from a decade of massive change." —Ted McConnell, Interactive Innovation Director, Procter & Gamble "The Online Advertising Playbook is a milestone in the maturation of interactive advertising, but also an invaluable go-to guide for managers trying to make smart decisions with their advertising budgets." —Van Riley, Vice President of Research, AOL "The best marketing communication is spawned from what I call 'informed intuition.' After reading The Online Advertising Playbook, I am far better informed on how to optimize the online channel in our advertising and promotional programs. It's a perfect blend of case studies and research-backed learning." —Rod DeVar, Manager, Advertising and Promotion, United States Postal Service "Savvy marketers should take advantage of The Online Advertising Playbook's findings and principles to get real results." —Chris Theodoros, Director of Industry Relations, Google "A work of wisdom and rigor in the digital space that is as relevant for the newbie as it is for the digerati." —Mike Donahue, Executive Vice President, American Association of Advertising Agencies "This is a must-read for any marketing executive involved in online advertising. It's high time that a book looks at online advertising in the context of an integrative promotional strategy, one meant to set objectives, establish creative strategies,

and measure results. The book nicely ties the various components of online advertising to relevant case studies, and the emphasis on measurement and results is refreshing. Not only is it relevant for marketing executives, it would also be a good basic text for any Internet advertising course and a good adjunct to any Internet marketing course." —Henry Assael, Professor of Marketing, Stern School of Business, New York University

Operations Strategy

The financial crisis is just beginning for retail institutions. Ninety to ninety-five per cent of bank transactions are executed electronically today. The Internet, ATMs, call centres and smartphones have become mainstream for customers. But banks still classify these as alternative channels and maintain an organisation structure where Branch dominates thinking. Continued technology innovations, Web 2.0, social networking, app phones and mobility are also stretching traditional banking models to the limit. BANK 2.0 reveals why customer behaviour is so rapidly changing, how branches will evolve, why cheques are disappearing, and why your mobile phone will replace your wallet all within the next 10 years.

Marketing of High-technology Products and Innovations

Strategic Management

CD-ROM "includes the textbook, study materials, links to relevant internet material and/or animations."

Strategic Management

Principles of Marketing

Revised and updated to incorporate new research insights and findings, Managing a Global Workforce provides balanced and contemporary coverage of human resource management in the international marketplace. Directed at future general managers and international executives rather than HR specialists, it is designed to help readers recognize the critical human resource issues underlying the cultural and economic challenges they face. The book's approach is truly global in nature, not just focused on expatriates from the home office. The authors also recognize contemporary trends in the global business arena, including the growing use of contingent workers, strategic alliances, and the need to have an active influence on the workers in these new organizational relationships. Reader-friendly tools, including an opening case scenario in each chapter to attract interest and emphasize topic importance, enhance the book's practical, real-world emphasis. For this edition new end-of-chapter short cases as well as new topics, ideas, and illustrations featuring current issues and challenges such as the global economic challenge have been added; and updated Internet resource references are provided for each chapter.

Chinese Media, Global Contexts

Asian Founders at Work

"This intimate, moving, and timely collection of essays points the way to a world in which the burden of grief is shared, and pain is reconfigured into a powerful force for social change and collective healing." —Astra Taylor, author The People's Platform "A primary message here is that from tears comes the resolve for the struggle ahead." —Ron Jacobs, author of Daydream Sunset "Rebellious Mourning uncovers the destruction of life that capitalist development leaves in its trail. But it is also witness to the power of grief as a catalyst to collective resistance." —Silvia Federici, author of Caliban and the Witch We can bear almost anything when it is worked through collectively. Grief is generally thought of as something personal and insular, but when we publicly share loss and pain, we lessen the power of the forces that debilitate us, while at the same time building the humane social practices that alleviate suffering and improve quality of life for everyone. Addressing tragedies from Fukushima to Palestine, incarceration to eviction, AIDS crises to border crossings, and racism to rape, the intimate yet tenacious writing in this volume shows that mourning can pry open spaces of contestation and reconstruction, empathy and solidarity. With contributions from Claudia Rankine, Sarah Schulman, David Wojnarowicz, Leanne Betasamosake Simpson, David Gilbert, and nineteen others. Cindy Milstein is the author of Anarchism and Its Aspirations, co-author of Paths toward Utopia: Graphic Explorations of Everyday Anarchism, and editor of the anthology Taking Sides: Revolutionary Solidarity and the Poverty of Liberalism.

Building Positive Organisations

Sport Marketing, Fourth Edition With Web Study Guide, has been streamlined and updated to keep pace with the latest information and issues in the competitive world of sport marketing. This text maintains its position as the best-selling and original text in the field, continuing to direct students to a better understanding of the theoretical backbone that makes sport marketing such a unique and vibrant subject to study. Using the new full-color format and companion web study guide, students will stay engaged as they explore how fans, players, coaches, the media, and companies interact to drive the sport industry. Heavily updated with more contributions from industry professionals and emphasis on social media platforms that have revolutionized the field in recent years, this edition contains practical material that prepares students for careers in sport marketing. It also includes these updates: •A web study guide featuring exclusive video interviews with industry professionals and accompanying activities that tie core concepts and strategies from the book into applied situations •Instructor ancillaries enhanced by gradable chapter quizzes that can be used with learning management systems •An attractive and engaging full-color interior •Chapter objectives, opening scenarios, engaging sidebars, and photos throughout the text that guide students in grasping important concepts •Wrap-Up, Activities, and Your Marketing Plan sections at the end of each chapter that offer opportunities for self-assessment and review The highly respected authors have long been recognized for their ability to define this

exciting field, combining academic study and current research with industry experience for an unmatched learning experience for students preparing to enter the working world. The content in this fourth edition of Sport Marketing has been reorganized to make it easier to use in the classroom. Chapters 1 through 3 provide an overview of the field of sport marketing as an area of study and profession. Chapters 4 and 5 teach students how to research and study the behaviors of sport consumers, including an overview of marketing segmentation. Chapters 6 through 13 provide extensive information on the nuts and bolts of the field, including the five Ps of sport marketing and special sections on branding, sales and service, engagement and activation, community relations, and social media. The final chapters explore legal issues, integration, and the future of sport marketing. Instructors may also take advantage of the student web study guide and complete package of ancillaries to enhance learning and presentation of core concepts. All materials, including the web study guide, instructor guide, test package, presentation package plus image bank, and LMS-compatible chapter quizzes, are available online. The world of sport marketing continues to evolve. Sport Marketing, Fourth Edition With Web Study Guide, offers students a complete view of the expansive field of sport, providing an understanding of the foundations of sport marketing and how to enhance the sport experience.

System1

Strategic Management: Text and Cases, 2nd Edition, by Dess/Lumpkin/Eisner is both readable and rigorous - written for today's student. A rocket-ship in its first edition, the revision continues to provide solid treatment of traditional topics in strategic management, as well as contemporary topics like entrepreneurship, knowledge management, and internet strategies. The prestigious author team understands the importance of thorough, modern concepts illustrated by rich, relevant and teachable cases. The new case selections emphasize variety, currency, and familiar company names. The cases are up-to-date in terms of both financial data and strategic issues. This group of cases gives both instructors and students unparalleled quality and variety. Based on consistent reviewer feedback, these selections combine comprehensive and shorter length cases about well known companies.

Rebellious Mourning

The book covers all the fundamentals of satellites, ground control systems, and earth stations, considering the design and operation of each major segment. You gain a practical understanding of the basic construction and usage of commercial satellite networksOCohow parts of a satellite system function, how various components interact, which role each component plays, and which factors are the most critical to success."

Internet of Things From Hype to Reality

This book presents high-quality original contributions on the fashion supply chain. A wide spectrum of application domains are covered, processing of big data coming from digital and social media channels, fashion new product development,

fashion design, fashion marketing and communication strategy, business models and entrepreneurship, e-commerce and omni-channel management, corporate social responsibility, new materials for fashion product, wearable technologies. The contents are based on presentations delivered at IT4Fashion 2017, the 7th International Conference in Business Models and ICT Technologies for the Fashion Supply Chain, which was held in Florence, Italy, in April 2017, and at IT4Fashion 2018, the 8th edition of the same conference, which was held in Florence, Italy, in April 2018. This conference series represents a targeted response to the growing need for research that reports and debates supply chain business models and technologies applied to the fashion industry, with the aim of increasing knowledge in the area of product lifecycle management and supply chain management in that industry.

Global Operations Strategy

Provides a concise and accessible introduction to marketing. The third edition retains it authoritative presentation of marketing theory, and also offers the reader a rich variety of examples and applications illustrating the major decisions that marketing management faces. S. Adam from Deakin Uni, L. Brown from UTS, NSW.

Introductory Statistics

(Black & White version) Fundamentals of Business was created for Virginia Tech's MGT 1104 Foundations of Business through a collaboration between the Pamplin College of Business and Virginia Tech Libraries. This book is freely available at: http://hdl.handle.net/10919/70961 It is licensed with a Creative Commons-NonCommercial ShareAlike 3.0 license.

Three Sigma Leadership

This book comprehensively describes an end-to-end Internet of Things (IoT) architecture that is comprised of devices, network, compute, storage, platform, applications along with management and security components. It is organized into five main parts, comprising of a total of 11 chapters. Part I presents a generic IoT reference model to establish a common vocabulary for IoT solutions. This includes a detailed description of the Internet protocol layers and the Things (sensors and actuators) as well as the key business drivers to realize the IoT vision. Part II focuses on the IoT requirements that impact networking protocols and provides a layer-by-layer walkthrough of the protocol stack with emphasis on industry progress and key gaps. Part III introduces the concept of Fog computing and describes the drivers for the technology, its constituent elements, and how it relates and differs from Cloud computing. Part IV discusses the IoT services platform, the cornerstone of the solution followed by the Security functions and requirements. Finally, Part V provides a treatment of the topic of connected ecosystems in IoT along with practical applications. It then surveys the latest IoT standards and discusses the pivotal role of open source in IoT. "Faculty will find well-crafted questions and answers at the end of each chapter, suitable for review and in classroom discussion topics. In addition, the material in the book can be used by engineers and technical leaders looking to gain a deep technical

understanding of IoT, as well as by managers and business leaders looking to gain a competitive edge and understand innovation opportunities for the future." Dr. Jim Spohrer, IBM "This text provides a very compelling study of the IoT space and achieves a very good balance between engineering/technology focus and business context. As such, it is highly-recommended for anyone interested in this rapidly-expanding field and will have broad appeal to a wide cross-section of readers, i.e., including engineering professionals, business analysts, university students, and professors." Professor Nasir Ghani, University of South Florida

The Online Advertising Playbook

Business Intelligence and Analytics: Systems for Decision Support, Global Edition

Cloud computing and big data are arguably the most significant forces in information technology today. In the wake of revelations about National Security Agency (NSA) activities, many of which occur "in the cloud", this book offers both enlightenment and a critical view. Vincent Mosco explores where the cloud originated, what it means, and how important it is for business, government and citizens. He describes the intense competition among cloud companies like Amazon and Google, the spread of the cloud to government agencies like the controversial NSA, and the astounding growth of entire cloud cities in China. Is the cloud the long-promised information utility that will solve many of the world's economic and social problems? Or is it just marketing hype? To the Cloud provides the first thorough analysis of the potential and the problems of a technology that may very well disrupt the world.

Advanced Theory and Practice in Sport Marketing

What does it take to successfully launch and scale a startup in Asia? While much of modern business literature covers Silicon Valley and its founders, building a company in Asia—a world center of technology and innovation—is a vastly different journey, and not nearly as widely covered. This book aims to change that. Asian Founders at Work is an essential compilation of in-depth, incisive interviews with over 20 top technopreneurs from the region. Authors Ezra Ferraz and Gracy Fernandez have gathered their exclusive conversations with business leaders: Min-Liang Tan (Razer), Maria Ressa (Rappler), Chatri Sityodtong (ONE Championship), Patrick Grove (iflix), and Khailee Ng (500 Startups) are just a few. Questions about early difficulties, fundraising, business pivots, strategic partnerships, exits via acquisition or IPO, and more are answered in great detail to shine a light on the founders' unique experiences. Learn directly from game-changers in their own voice. By documenting these stories, the authors have created the largest and most comprehensive record of successes to date. Whether you are an aspiring entrepreneur yourself, a business student wanting to become well-versed in international practices, or an owner looking to expand to the area, this book provides a thorough guide to the startup culture in Asia from the most knowledgeable sources possible. What You Will Learn Gain business knowledge of practices that are localized to Asia Become familiar with essential startup topics,

including product development, user acquisition, recruiting, and fundraising Study individual companies and founders, and an overview of startup culture Who This Book Is For Those in the tech ecosystem in East, Southeast, and South Asia, including aspiring founders or current founders who have started their entrepreneurial journey. This book is also for people outside of Asia who have an interest in the region. Entrepreneurs or businesspeople can refer to this book as they consider expansion into the area. Researchers and readers can pick up this book if they are curious about the business landscape of Asia and want to hear directly from game-changing founders.

International Marketing Management

As a technical organization, charged with performing groundbreaking and pathfinding challenges on a daily basis, NASA has long valued the role of its Chief Engineers and Lead Systems Engineers. Although it takes a team to accomplish our missions and no members are unimportant, the Chief Engineers and Lead Systems Engineers who we look to lead our technical teams are critical to the success of our endeavors. It is this corps of dedicated, experienced, and passionate problem solvers and leaders who battle the technical headwinds that face every project, finding often hidden solutions and overcoming seemingly insurmountable obstacles to create paths to success. Furthermore, it is that indomitable spirit of ingenuity and perseverance that defines the Agency. Developing our Chief Engineers and Lead Systems Engineers is a commitment of the NASA engineering community, and one of our tenets for excellence. This development ensures our corps of engineers obtain the depth of technical acumen that they require, first as discipline engineers and then as Chief Engineers and Lead Systems Engineers, but also the associated management skills and experience to ensure they can interact with the rest of the project team and with program, Center, and Agency leadership. What's more, this development also ensures that NASA Chief Engineers and Lead Systems Engineers proficiently serve as leaders of their own technical teams, and that's what this book is all about. These technical leaders are critical to successfully implementing the three safety tenets we inherited from the Apollo program. These include the following: Strong in-line checks and balances. This means that engineers check their fellow engineers, and that no one checks their own homework. 1. Healthy tension between responsible organizations. In NASA today that is the programs and the three Technical Authorities (Engineering, Safety, and Health and Medical). Each organization has to be on equal footing with separate but equal chains of command to allow issues to be raised independently and provide the healthy tension to create organizational checks and balances. 2. "Value-added" independent assessment. "Value-added" means you bring in outside technical experts to peer review critical issues. Having a fresh set of eyes on a problem can provide a different perspective, leverage different experiences and result in more robust solutions. 3. NASA arrived at these three tenets through considerable blood, sweat, and loss, and our commitment to them is now inscribed in our Agency governance. As Chief Engineers and Lead Systems Engineers, your role in this is paramount, and achieving excellence in this is an expectation of your job. Serving in this role is not an easy task, but it is a tremendously reward¬ing one. You are the leaders of your technical teams, owners of the technical baseline, standard bearers of engineering best practices, decision makers, risk mitigators and problem solvers. You are Chief Engineers and Lead Systems Engineers, the

title of which should say it all.

China-Focused Cases

East Asian economies of the 1980s and much of the 1990s were among the most competitive exporters of manufactured products and were also able to sustain growth rates far higher than those of other countries, developing or industrial. However, the economic crisis of 1997-98 impacted the economies of these countries. Although recovery began fairly quickly in some countries, others have yet to regain their growth momentum. 'Can East Asia Compete?' looks at whether or not East Asia can restore its near magical performance, or is its competitive strength beginning to wane. This volume argues that East Asian countries have far from exhausted their growth potential. However, future competitiveness will depend on much greater innovative capability in manufacturing and services, innovativeness that is grounded in stronger institutions, improved macroeconomic policies, and closer regional coordination. 'Can East Asia Compete?' clearly summarizes the issues currently being debated and provides guidance to East Asian economies on how to deal with the policy concerns that lie ahead.

Deadly Paradise

This book is a pragmatic guide to building more meaningful, positive organisations. It bridges the gap between the latest research on well-being and today's organisational practices, highlighting where organisations can learn from the latest insights on human well-being. Translating the findings from top experts in the field into easy-to-understand language, this practical manual will help managers, executives and employees make a positive impact on their organisations. "Building Positive Organisations" investigates this broad topic and offers proven step-by-step exercises to help people and organisations flourish. "Successful 21st-century organisations have embedded positive psychology practices into their DNA and thrive on people who are flourishing. This book is a terrific how-to manual for building positive organisations. An exciting book to read." - Nick van Dam, chief global learning officer, McKinsey & Company "Rens has systematically and effectively implemented the best of positive psychology in a number of settings, from elite sports to corporate teams. My hope is that many more will benefit from his important work in the future." - Tal Ben-Shahar, author, lecturer, former teacher at Harvard University "Rens ter Weijde is a person with a high degree of positive energy, which he combines with a deep scientific knowledge of happiness. I saw Rens work with diverse cross-cultural teams on happiness and team building with extraordinary positive results in a very short time. His book Building Positive Organisations gives a profound overview of the scientific research on happiness, and offers multiple methods and links on how to scale happiness with teams and in organisations towards a sustainable world." - Alfred Tolle, director Nordic LCS at Google

Sport Marketing

Decision Support and Business Intelligence Systems provides the only comprehensive, up-to-date guide to today's revolutionary management support

system technologies, and showcases how they can be used for better decision-making. The 10th edition focuses on Business Intelligence (BI) and analytics for enterprise decision support in a more streamlined book.

Private Equity 4.0

Clinical Dermatology Trials 101 provides dermatologists with a handbook that allows them to become familiar with all aspects of clinical trials. Everything from obtaining the necessary tools and equipment, complying with local, federal, and international guidelines and regulations, and hiring and training staff for the safe and up-to-date conduct of dermatology clinical trials is covered. Written by leading experts in the field, Clinical Dermatology Trials 101 is the only clinical trial how-to available for dermatologists. With skin disease affecting nearly seventy percent of the population over a lifetime, and the rate of development of new drugs and devices for dermatologic use increasing at an exponential rate, there is a tremendous need for training and developing dermatology clinical research facilities to expedite the translation of basic and applied research, from bench to bedside. This is useful for practicing dermatologists, academic dermatologists, dermatology residents, clinical research fellows, dermatology fellows, research scientists, industry dermatologists, and medical students.

Can East Asia Compete?

Virtually every major media, information and telecommunications enterprise in the world is significantly tied to China. This volume provides the most expert, up-to-date and multidisciplinary analyses on how the contemporary media function in what has rapidly become the world's biggest market. As the West, particularly the United States, tries to integrate China into the global market economy, the book examines how globalizing forces clash with Chinese nationalism to shape China's media discourses and ideology. It also analyses the role of the media as a site of resistance within China to the ruling elite.

Management Information Systems

The significance of business-led corporate responsibility coalitions is indisputable. The WBCSD has 200 member companies with combined annual revenues of US$7 _trillion_; the UN Global Compact has almost 8,000 corporate members, over two-thirds of them from developing countries. It is estimated that there are more than 110 national and international generalist business-led CR coalitions. But there is now urgent need for informed and balanced analysis of their achievements, their progress and their potential. Why did these coalitions start and grow? What have been their impacts? Where are they heading now? Where should they be going? What is the future? In a period of austerity, the business and public sector must decide whether funding these coalitions is a priority. To meet current crises, there will have to be a great deal more business involvement; but efforts of individual corporations will not be sufficient. There is also a need for far more collective action among companies and more collaborative action between different sectors of society. Business-led CR coalitions with their decades of convening experience could play an important role in this process - if they are fit for purpose going

forward. Authors David Grayson and Jane Nelson have been actively involved in such coalitions for decades. In Corporate Responsibility Coalitions they first explore the past, present and future of these coalitions: the emergence of new models of collective corporate action over the past four decades; the current state of play, and the increasing number, diversity and complexity in terms of how they not only network with each other but also engage in a much broader universe of institutions that are promoting responsible business practices. In addition, the book provides in-depth profiles of the most strategic, effective and long-standing coalitions, including: Business for Social Responsibility; Business in the Community; CSR Europe; Instituto Ethos; International Business Leaders Forum; the UN Global Compact; and the WBCSD. This book will be required reading for key supporters and potential partners of such coalitions in companies, governments, international development agencies, foundations, non-governmental organizations, academic institutions and think-tanks. It also aims to inspire a future generation of leaders to be more aware of the role of business as a partner in driving more inclusive, green and responsible growth, and to help them develop new types of leadership skills so that they can be effective in finding multi-stakeholder solutions to complex and systemic challenges.

Clinical Dermatology Trials 101

STRATEGIC MANAGEMENT: Creating Competitive Advantages, 3/e, by Dess, Lumpkin, and Eisner, responds to the demands of today's rapidly changing and unpredictable global marketplace that students will face when they enter the business world. The concepts-only text provides students with a timely, rigorous, and relevant book written in an engaging manner to spur their interest and excitement. This book provides a solid treatment of traditional topics in strategic management as well as contemporary topics such as entrepreneurship, knowledge management, and e-commerce and internet strategies. Numerous applications from business practice plus sidebars (approximately six per chapter) bring key concepts to life. Instructors can create their own case volumes for use with Strategic Management 3rd Edition from a variety of source- pre-selected case packets, customizing from a recommended set which have been carefully mapped to the chapter concepts, or from the entire Primis database which features cases from Harvard, Darden, INSEAD, Ivey, and other reputable sources.

Fundamentals of Business (black and White)

Harnessing the power of software platforms: what executives and entrepreneurs must know about how to use this technology to transform industries and how to develop the strategies that will create value and drive profits. Software platforms are the invisible engines that have created, touched, or transformed nearly every major industry for the past quarter century. They power everything from mobile phones and automobile navigation systems to search engines and web portals. They have been the source of enormous value to consumers and helped some entrepreneurs build great fortunes. And they are likely to drive change that will dwarf the business and technology revolution we have seen to this point. Invisible Engines examines the business dynamics and strategies used by firms that recognize the transformative power unleashed by this new revolution—a revolution that will change both new and old industries. The authors argue that in order to

understand the successes of software platforms, we must first understand their role as a technological meeting ground where application developers and end users converge. Apple, Microsoft, and Google, for example, charge developers little or nothing for using their platforms and make most of their money from end users; Sony PlayStation and other game consoles, by contrast, subsidize users and make more money from developers, who pay royalties for access to the code they need to write games. More applications attract more users, and more users attract more applications. And more applications and more users lead to more profits. Invisible Engines explores this story through the lens of the companies that have mastered this platform-balancing act. It offers detailed studies of the personal computer, video game console, personal digital assistant, smart mobile phone, and digital media software platform industries, focusing on the business decisions made by industry players to drive profits and stay a step ahead of the competition. Shorter discussions of Internet-based software platforms provide an important glimpse into a future in which the way we buy, pay, watch, listen, learn, and communicate will change forever. An electronic version of this book is available under a Creative Commons license.

Organization Theory and Design

La 4e de couverture indique : "Now in its fifth edition, Operations Strategy continues to provide a comprehensive understanding of the interaction between operational resources and market requirements. Companies such as Apple and Google have transformed their prospects through the way they manage their operations resources strategically, turning their operations capabilities into a formidable asset. The ideas and examples in this book illustrate how operations strategy can develop these capabilities by building on concepts from strategic management, operations management, marketing and HRM. This is the ideal text for advanced undergraduate and postgraduate students."

ROMANCE ACTION & ADVENTURE MYSTERY & THRILLER BIOGRAPHIES & HISTORY CHILDREN'S YOUNG ADULT FANTASY HISTORICAL FICTION HORROR LITERARY FICTION NON-FICTION SCIENCE FICTION