Breakpoints How Managers Exploit Radical Change

Global Account ManagementCases on Enterprise Information Systems and Implementation Stages: Learning from the Gulf RegionThe Risk in Risk ManagementProcess ThinkBreakpointsCalifornia Management ReviewHandbook of Systems Engineering and ManagementHarvard Business School ... Catalog of Teaching MaterialsTrajectory ManagementJournal of Management Information SystemsSales ManagementThe Academy of Management ReviewPrinters' Ink; the ... Magazine of Advertising, Management and SalesGetting to "go"Journal of MarketingManagement Accounting ResearchHarvard Business School BulletinThe EconomistAcademy of Management JournalStrategic Innovation Management H. David Hennessey Albadri, Fayez Gregory B Vit Varun Grover Paul Strebel Andrew P. Sage Paul Strebel Academy of Management William Scott Rizzo Academy of Management Joe Tidd

if you buy a new bmw you may be surprised as much by the owner s manual as by the car itself thin personalized and containing information only on the features you have selected in the language you speak it is the result of a year s collaboration with xerox that has radically improved the product and decimated costs it is just one example of the new organizational structures and processes being developed at leading companies to serve the global marketplace as firms realize that dealing with global customers is not simply an extension of key account management their most common response is to launch a formal global account management initiative done

well this is powerful and effective however without proper planning it can spell disaster drawing on widely accepted key success factors for global account management as well as new elements revealed by their research david hennessy and jean pierre jeannet redefine the process global account management around the premise that sustainable value springs only from an expert understanding of the customer s industry its structure and its strategy the book covers all critical aspects of the topic the planning process account selection team building executive support global it requirements compensation structures and more and draws on interviews with top global account managers at leading companies including ibm cable and wireless siemens hp guinness cisco and procter gamble

after the introduction of enterprise information systems eis and enterprise resources planning erp applications to many business organizations the functional issues such as technical problems security threats persistent end user resistance and the excessive hidden costs of these systems began coming to light cases on enterprise information systems and implementation stages learning from the gulf region focuses on the gulf region and it s lead on the enterprise systems adoption which has exceeded those in many developed countries this reference book highlights experiences implementing eis delivering a comprehensive multi perspective account of eis issues and explores the concerns risks and critical success factors of eis for a variety of organizations it aims to be beneficial for both practitioners and academics alike

banks take very large risks by consistently herding in the same perilous directions while believing they are safe and unique this book presents a risk management framework to understand conformity and deviance within investment banks and other large organizations it suggests that some groups understand the dynamics of this conformity to their advantage this requires a deeper understanding of the risk in risk management fraudsters can game the system to their advantage legally and illegally therefore risk managers must understand the interplay of multiple logics in order to govern and manage risk featuring short illustrative cases of massive risk mismanagement this book walks the reader through four risk management perspectives economic institutional evolutionary and contrarian that explain why and how economic rationality is overridden by social forces by understanding conformity and deviance groups within organizations will be better equipped to manage risk and go against the tides of conformity to their advantage

process think is a managerial orientation to act proactively in identification of process opportunities a capability to apply process concepts in problem solving this volume presents perspectives pertaining to change management through process thinking in the information age

many companies have fallen not because they ignored their customers or lacked superior management skills but because business conditions shifted beneath them in an environment of fluctuating markets proliferating technologies and changing political frontiers the management challenge is to cope with breakpoints or sudden shifts in the rules of the game paul strebel provides a framework for dealing with radical business change

focus in this book is placed on systems engineering and systems management for building systems of all types the role of these systems to produce high reliability and quality services and products is stressed the role of advanced information technologies in enhancing productivity and quality is also discussed

nothing is static business models strategies and organizations change due to external forces internal developments and managerial decisions going beyond universal best practice this text presents the right practice for managing a business trajectory and winning consistently over time

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this first edition of strategic innovation management is an exciting new addition to the established bestselling texts managing innovation and innovation and entrepreneurship written by joe tidd and john bessant aimed at students taking courses in business studies and management as well as non specialist courses in other disciplines this book provides a practical and accessible evidence based approach to managing innovation in a wide range of contexts including manufacturing services small to large organizations and the private public and third sectors the text has been designed to be fully integrated with the innovation portal at innovation portal info which contains an extensive collection of additional resources for both lecturers and students including teaching resources case studies media clips innovation tools seminar and assessment activities and over 300 test bank questions

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