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A guide to putting cognitive diversity to work Ever wonder what it is that makes two people click or clash? Or why some groups excel while others fumble? Or how you, as a leader, can make or break team potential? Business Chemistry holds the answers. Based on extensive research and analytics, plus years of proven success in the field, the Business Chemistry framework provides a simple yet powerful way to identify meaningful differences between people ' s working styles. Who seeks possibilities and who seeks stability? Who values challenge and who values connection? Business Chemistry will help you grasp where others are coming from, appreciate the value they bring, and determine what they need in order to excel. It offers practical ways to be more effective as an individual and as a leader. Imagine you had a more in-depth understanding of yourself and why you thrive in some work environments and flounder in others. Suppose you had a clearer view on what to do about it so that you could always perform at your best. Imagine you had more insight into what makes people tick and what ticks them off, how some interactions unlock potential while others shut people down. Suppose you could gain people ' s trust, influence them, motivate them, and get the very most out of your work relationships. Imagine you knew how to create a work

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environment where all types of people excel, even if they have conflicting perspectives, preferences and needs. Suppose you could activate the potential benefits of diversity on your teams and in your organizations, improving collaboration to achieve the group ' s collective potential. Business Chemistry offers all of this--you don ' t have to leave it up to chance, and you shouldn ' t. Let this book guide you in creating great chemistry!

The world of M&A has always been complex and nuanced. Corporations encounter their toughest business problems during a divestiture or a merger. At the same time, optimal execution of divestitures can also create high value for the seller as well as the buyer. This book is a collection of leading practices on Divestitures and covers end to end transaction life cycle from readiness through execution including post deal transformation. It contains the synthesis of experiences across a wide array of clients across industries, ranging from \$500 million to \$100 billion in revenue. Each chapter in this book can stand on its own as an authority on leading practices related to the topic it presents, and together, these chapters provide a comprehensive set of perspectives needed to successfully complete a divestiture. The highlight of the book is valuable real-life examples and references that a business can benefit from, when it is considering, analyzing or implementing a divestiture.

This essential companion will guide you on your journey throughout your studies in tourism, hospitality and events management, from starting your university or college programme, to developing the essential skills needed for successful study and employment, to ensuring you perform well in assessments, through to applying for and securing a graduate level job and entering the workplace. Highly practical and accessible, chapters include: Think points to encourage you to pause and reflect on what the topic means for you Reflection exercises to help you evaluate your own skills, attributes and strengths/weaknesses Industry insights to offer you a unique view into the industry you ' ll be working in Employer insights to provide you with real-world case examples from employers Student insights to show you different perspectives experienced by your peers Written by experts in the field, this friendly guide will provide you with everything you need to succeed and support you along every step of the way through your studies and into industry!

Accounting and Auditing Research, 10th Edition prepares students and early-stage practitioners to use well-established research solutions in a broad range of practical applications, from financial accounting and tax planning, to investigating fraud and auditing various business problems. Emphasizing real-world skills development, this fully-updated textbook covers the current tools, techniques, and best practices in applied professional research and analysis. The authors provide comprehensive yet accessible coverage of the entire research process, explaining how to utilize major research databases and audit software packages in a clear and systematic manner. The tenth edition features carefully revised content designed to enhance effectiveness, increase readability, and strengthen learning and retention. The book ' s classroom-proven pedagogy features expert tips for performing common research tasks, sidebar boxes that summarize and expand upon key concepts, and a variety

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of end-of-chapter exercises that reinforce the material and develop readers' skills.

The wholesale capture and distribution of knowledge over the last thirty years has created an unprecedented need for organizations to manage their knowledge assets. Knowledge Management (KM) addresses this need by helping an organization to leverage its information resources and knowledge assets by "remembering" and applying its experience. KM involves the acquisition, storage, retrieval, application, generation, and review of the knowledge assets of an organization in a controlled way. Today, organizations are applying KM throughout their systems, from information management to marketing to human resources. Applying Knowledge Management: Techniques for Building Corporate Memories examines why case-based reasoning (CBR) is so well suited for KM. CBR can be used to adapt solutions originally designed to solve problems in the past, to address new problems faced by the organization. This book clearly demonstrates how CBR can be successfully applied to KM problems by presenting several in-depth case-studies. Ian Watson, a well-known researcher in case-based reasoning and author of the introductory book, Applying CBR: Techniques for Enterprise Systems has written this book specifically for IT managers and knowledge management system developers. * Provides 7 real-world applications of knowledge management systems that use case-based reasoning techniques. * Presents the technical information needed to implement a knowledge management system. * Offers insights into the development of commercial KM CBR applications * Includes information on CBR software vendors, CBR consultants and value added resellers

Explore a new and effective method for seizing opportunity in the face of uncertainty In Provoke: How Leaders Shape the Future by Overcoming Fatal Human Flaws, renowned strategy consultants and best-selling authors Geoff Tuff and Steven Goldbach deliver an insightful exploration of how people tend to act tentatively in the face of uncertainty and provide the tools we need to do things differently. Tuff and Goldbach offer up a compelling argument for the proposition that taking a "wait and see" approach is the exact opposite of what helps visionary leaders change the world. Drawing on principles from business and behavioral economics, the book shows readers from all walks of life how to provoke action as a mechanism to advance. In this book you'll discover: An overview of the assortment of cognitive biases which tend to restrain and distort leadership decision making in the face of uncertainty How to recognize the 'phase change' that occurs when an uncertainty resolves from being a question of "if" to being a matter of "when" Five different models of provocation which can be used alone or in combination to anticipate, drive through and exit that phase change in a way that creates the future you desire How true "provocateurs" shake the foundations of their industries, firms, sectors, and governments by overcoming their need for certainty before action Perfect for leaders or aspiring leaders in all walks of life where uncertainty abounds—which is to say, almost everywhere —Provoke will become your go-to guide to overcoming those natural human instincts that keep us frozen in place and prevent us from seizing our opportunities.

The practical guide to using pricing and profitability management to build a better business A comprehensive reference for any business professional looking to understand the capabilities and competencies required for effectively managing pricing and

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profitability, Pricing and Profitability Management explains how to determine the right approach, tools, and techniques for each of six key categories (pricing strategy, price execution, advanced analytics and optimization, organizational alignment and governance, pricing technology and data management, and tax and regulatory effectiveness). Exploring each category in detail, the book addresses how an integrated approach to pricing improvement can give a sustainable, competitive advantage to any organization. The ultimate "how to" manual for any executive or manager interested in price management, the book presents a holistic, comprehensive framework that shows how integrating these pricing categories into a cohesive program leads to impressive gains that cannot be achieved through a single-pronged approach. Presents a comprehensive framework for more effectively managing pricing and profitability Identifies the six key categories of pricing and profitability management Shows you how to gain a competitive edge by managing pricing and profitability Taking a comprehensive view of pricing, companies can position themselves to tap a vast source of shareholder value—the ability to set and enforce profitable prices, not just once, but again and again in response to marketplace changes and evolving business needs—and this book will show you how.

How companies can adapt in an era of continuous disruption: a guide to responding to such acute crises as COVID-19. When COVID-19 hit, businesses had to respond almost instantaneously--shifting employees to remote work, repairing broken supply chains, keeping pace with dramatically fluctuating customer demand. They were forced to adapt to a confluence of multiple disruptions inextricably linked to a longer-term, ongoing digital disruption. This book shows that companies that use disruption as an opportunity for innovation emerge from it stronger. Companies that merely attempt to "weather the storm" until things go back to normal (or the next normal), on the other hand, miss an opportunity to thrive. The authors, all experts on business and technology strategy, show that transformation is not a one-and-done event, but a continuous process of adapting to a volatile and uncertain environment. Drawing on five years of research into digital disruption--including a series of interviews with business leaders conducted during the COVID-19 crisis--they offer a framework for understanding disruption and tools for navigating it. They outline the leadership traits, business principles, technological infrastructure, and organizational building blocks essential for adapting to disruption, with examples from real-world organizations. Technology, they remind readers, is not an end in itself, but enables the capabilities essential for surviving an uncertain future: nimbleness, scalability, stability, and optionality.

Featuring case studies and practical diagnostic tools and assessments, a global diversity strategist and visionary leader outlines the 8 core competencies needed to create an equitable and inclusive work environment where employees are valued and developed to reach their highest potential.

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