

PROSPECT



Aim Higher Foresee Your Business Prospects In A Broader Prospective

**Javier Marcos,Rodrigo
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Vincent**

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directly determine the future success of the company and their career It is therefore surprising that so few managers take the time to learn the art of decision making In this groundbreaking book from Caroline Wang readers will learn that quality decision making is a competence that can be acquired according to a simple framework The framework is practical and easy to remember consisting of two acronyms GPA and IPO GPA for decision content quality Goal Priority Alternatives and IPO for decision process quality Information People Objective reasoning The book places emphasis on leading a team to make decisions even though the framework can be used for personal and individual decisions By using this common decision making framework managers and leaders will gain credibility and team support for the decision will confidently articulate promote and defend the decision and will have made the necessary preparations for successful implementation when the decision making process is complete This proven framework from one of Asia s most dynamic leadership experts will improve the quality of your decisions and change the way you do business *Balanced Scorecard Strategy For Dummies* Charles Hannabarger, Frederick Buchman, Peter Economy, 2011-02-09 A practical easy to understand guide to Balanced Scorecard for busy business leaders The Balanced Scorecard method is an analysis technique designed to translate an organization s mission and vision statement and overall business strategies into specific quantifiable goals and to monitor the organization s performance in achieving these goals Much less technology driven than other analysis approaches it analyzes an organization s overall performance in four regards financial analysis customer service productivity and internal analysis and employee growth and satisfaction Balanced Scorecard Strategy For Dummies breaks down the basics of Balanced Scorecard in simple language with practical Dummies style guidance on getting it done This book covers all the basics of Balanced Scorecard for busy executives and managers and does it without the high price tag of most professional level Balanced Scorecard guides

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environments can present a number of unique challenges In light of global competition and the changing scope of various industries due to technological advancement these challenges must be addressed in order to ensure business success Global Perspectives on Achieving Success in High and Low Cost Operating Environments features a collection of research and case studies addressing contemporary issues surrounding operational success in various regions Business professionals managers academics and upper level students will find this publication an essential resource for the latest tools and solutions for managing operations in diverse operating environments The High-Performing Key Account Manager Javier Marcos,Rodrigo Guesalaga,Andrew Hough,Richard Vincent,2025-06-03 Explore the core knowledge and capabilities required for key account managers to deliver and sustain profitable relationships and drive growth with strategic customers In a rapidly changing economic environment the role of a key account manager is now more important than ever due to the value they provide to the business and the profitable growth they enable The High Performing Key Account Manager demonstrates what core competencies and skills a key account manager needs to succeed such as how to develop long lasting relationships how to build trust with key customers and how to foster value based sales solutions This book also establishes what organizational support they require in order to create the right conditions for high performance account management including guidance on how to lead and influence build teams and enhance cross functional collaboration With real world examples from leading companies such as Siemens Caterpillar Honeywell Group and CISCO Systems this highly practical guide provides the strategies and tactics required to overcome common challenges capitalize on emerging opportunities and enable key account managers to perform at the highest level **Perspectives in Defense Management** ,1967

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