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The Environment Index Allyn & Bacon

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Globalization has fueled the growth of entrepreneurship. Starting a new venture involves risk taking as well as capital investment. This book delves into all the varied aspects of entrepreneurship. The impact of economic policies, finances, opportunity and capacity are some of the topics covered in this text. It will prove beneficial to students, scholars, professionals, aspiring entrepreneurs, etc.

[Alternative Farming Systems-economic Aspects, 1970-1986](#) CRC Press

Author of the bestselling text Supply Chain Management, John T. Mentzer's companion book Fundamentals of Supply Chain Management: Twelve Drivers of Competitive Advantage has been developed as a supplemental text for any course dealing with strategy and supply chains. Written in an entertaining, accessible style, Mentzer identifies twelve drivers of competitive advantage as clear strategic points managers can use in their companies. Research from more than 400 books, articles, and papers, as well as interviews with over fifty executives in major global companies, inform these twelve drivers. The roles of all of the traditional business functions—marketing, sales, logistics, information systems, finance, customer services, and management—in supply chain management are also addressed.

[124 Citations](#) SAGE

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 distributionmanagement 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 customeroriented marketing and logistics channels, channel information system, application of e-commerce and managing the international channels of distribution. Besides students, the book with its application-oriented approach and new real life cases would also be useful to marketing professionals too.

[International Books in Print](#) SAGE

Presents 12,860 entries listing scholarly publications on Greek studies. Research and review journals, books, and monographs are indexed in the areas of classical, Hellenistic, Biblical, Byzantine, Medieval, and modern Greek studies., but no annotations are included. After the general listings, entries are also indexed by journal, text, name, geography, and subject. The CD-ROM contains an electronic version of the book. Annotation copyrighted by Book News, Inc., Portland, OR

[A Comprehensive Bibliography of Association and Nonprofit Management Literature in Field-related Association Publications and](#)

[Professional Journals from Other Disciplines](#)

Electronic Inspection Copy available for instructors here
`Management for Social Enterprise is a great introduction to the rich variety of social enterprises in the UK. It is also a useful tool to help us to build more effective social enterprises that really deliver on their missions by people who have hands on experience. This is just what the rapidly growing social enterprise sector needs, a management manual to help us take social enterprises to the next level by people who have hands on experience' - Sophi Tranchell, Managing Director of Divine Chocolate Ltd and Cabinet Office sponsored Social Enterprise Ambassador `The recent explosive growth in the number of social enterprises, their diverse and dynamic nature, and the upsurge in research about them all makes this a potentially bewildering field of knowledge to explore. This book provides a clear and timely guide to the management challenges involved in understanding and running social enterprises, and underlines why their unique nature requires something more than just standard business school wisdom' - Ken Peattie, Professor of Marketing and Strategy, Cardiff Business School, and Director of the ESRC Centre for Business Relationships, Accountability, Sustainability and Society `Provides a good introduction to the management of social enterprises touching on a broad range of topics and will help those invovled in managing social enterprises and those trying to understand more about the sector. It draws on the experience of those who have worked in the social enterprise sector in a range of countries and are passionate about developing it' - Fergus Lyon, Professor of Enterprise and Organizations, Middlesex University
Overviewing the key business topics required by social entrepreneurs, and managers in social enterprises Management for Social Enterprise covers strategy, finance, ethics, social accounting, marketing and people management. Written in direct, accessible language by a team of authors currently teaching and researching in this sector, each chapter is fully supported with learning resources. Chapters include brief overviews, further reading, suggested web resources and, importantly, international case studies, drawing on real-life business examples. This book is essential reading for students and practitioners of Social Entrepreneurship and Social Enterprise, but will also be of use to anyone with an interest in management, corporate responsibility, ethics or community studies. Click here for the LJMU Social Enterprise Management web pages.

[Government Reports Announcements](#)

Continually placing the student in the role of the sales manager, this book focuses on the personal side of the job. It recognizes that sales managers do not start from scratch, but inherit sales programmes which must be worked and changed from within. Terminology is fully explained.

[Resources in Women's Educational Equity: Special Issue](#)

PCMag.com is a leading authority on technology, delivering Labs-based, independent reviews of the latest products and services. Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology.

[Sales and Distribution Management](#)

This book is the first Southern African edition of Stephen P. Robbins's Organizational Behaviour, the best-selling organisational behaviour textbook worldwide.

[Managing Salespeople](#)

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