

Communication Best Practices At Dell General Electric Microsoft And Monsanto Illustrated Edition

Seminar paper from the year 2009 in the subject Business economics - Marketing, Corporate Communication, CRM, Market Research, Social Media, grade: 1,2, language: English, abstract: 1. Introduction In 1984, Michael Dell, a student from the University of Texas has found his own company selling computers build together from stock parts. With the philosophy of offering customers customized PC's and selling these directly to them Dell's company became the biggest PC seller in the United States in 2000.1 Since in 1996 Dell started to market his business predominantly over the internet. With this paper the author wants to analysis the main company homepage, www.dell.com, from an effectiveness perspective. On the following pages the reader will receive information about the business objective, Dell's business models, the audience profile, the web evaluation and a competitor analysis. At the end the findings will be summed up in an overall assessment and a conclusion with a recommendation will be given. [...]

This book readdresses fundamental issues in knowledge management, leading to a new area of study: knowledge processes. McInerney's and Day's superb authors from various disciplines offer new and exciting views on knowledge acquisition, generation, sharing and management in a post-industrial environment. Their contributions discuss problems of knowledge acquisition, handling, and learning from a variety of perspectives.

In the digital era, users from around the world are constantly connected over a global network,

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where they have the ability to connect, share, and collaborate like never before. To make the most of this new environment, researchers and software developers must understand users' needs and expectations. *Social Media and Networking: Concepts, Methodologies, Tools, and Applications* explores the burgeoning global community made possible by Web 2.0 technologies and a universal, interconnected society. With four volumes of chapters related to digital media, online engagement, and virtual environments, this multi-volume reference is an essential source for software developers, web designers, researchers, students, and IT specialists interested in the growing field of digital media and engagement. This four-volume reference includes various chapters covering topics related to Web 2.0, e-governance, social media activism, internet privacy, digital and virtual communities, e-business, customer relationship management, and more.

Knowledge management promises concepts and instruments that help organizations support knowledge creation, sharing and application. This book offers a comprehensive account of the many facets, concepts and theories that have influenced knowledge management and integrates them into a framework consisting of strategy, organization, systems and economics guiding the design of successful initiatives. The third edition extends coverage of the two pillars of implementing knowledge management initiatives, organization and systems.

The Sendai Framework for Disaster Risk Reduction 2015–2030 has identified four priority areas for Disaster Risk Reduction: understanding disaster risk; strengthening disaster risk governance to manage disaster risk; investing in disaster risk reduction for resilience and enhancing disaster preparedness for effective response; and to "Build Back Better" in recovery, rehabilitation and reconstruction. Although tremendous progress has been made in

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recent decades in understanding the workings of the Earth systems and, in particular, its impacts on and responses to human actions, there remains a continuing and pressing need for knowledge that will allow society to simultaneously reduce exposure to global environmental hazards, while also meeting economic development goals. Exploring Natural Hazards: A Case Study Approach, contributes to the knowledge showcasing advanced practices for the monitoring of natural hazards. Through each case study, the book examines mainly hazards arising from processes within the hydrosphere and atmosphere, triggered or exacerbated by inputs to and transfers of energy between environmental components. It discusses the causes of these phenomena, and ways in which improved policy making, sometimes coupled with the application of appropriate modern technologies, can help to reduce people's exposure to harm. Discussing challenges, lessons learned and recommendations, this book provides a snapshot of issues related to tropical cyclones and typhoons, desertification, floods, lightning as a hazard and the need for alert systems. It is a valuable resource for practitioners and professionals alike, for researchers, students and others who work at the intersection between environmental hazards, sustainable development and social justice.

The Art of the Possible Create an Organization with No Limitations offers instructive insight into what works in business, revealing how a few simple tenets can build long-standing excellence and success. An easy-to-use integrated leadership and management guide, this book revolves around the fact that strong, effective leadership is a requirement for any company hoping to become--or remain--relevant and competitive in the twenty-first century's fast-paced business environment. Author Daniel M. Jacobs is one of the nation's leading authorities on public contracting, a position that comes with a considerable wealth of knowledge. In The Art of the

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Possible, he distills decades of front-line experience from the corporate world into seven chapters. Each explores one of seven practical and proven best practices: get focused, surround yourself with talent, think strategically, forge a high-performance team, manage the fundamentals, maintain discipline, and communicate. Packed with useful guidelines, checklists, and self-assessment tools, the primary objective of this straightforward book is to move the reader to action and to create an organization where things get done. Jacobs includes plenty of real-world examples and success stories, and his determined focus on the positive underscores the importance of hard work and commitment to the improvement of management performance. His seven best practices can be applied across a broad spectrum of businesses, from private industry and government agencies to non-profits and civic organizations, making *The Art of the Possible: Create an Organization with No Limitations* an indispensable resource for today's developing leaders. Hailed by business leaders as "the kind of book that you really use to solve real problems and achieve real and lasting success" and "a relentless course for success using a step-by-step, straightforward, no-nonsense approach for the creation of an organization with no limits," this concise how-to is a must-read for anyone facing the unique challenges of today's economy.

The new 5th edition of this bestselling text, used by nearly 25,000 students in over 50 different countries, retains its practical yet strong theoretical approach and is now updated to include new material on integrated reporting and CSR communications.

Annotation A foundation for anyone considering outsourcing their call center, this volume provides a path for companies outsourcing their first call center with a logical sequence of steps for moving an existing operation to an outsourced organization.

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Communication Best Practices at Dell, General Electric, Microsoft, and Monsanto SUNY Press

Recent news events related to quality in global supply chains have called attention to the need for more research on supply chains that operate in a global context. Indeed, it would be difficult to find a supply chain that does not cut across national boundaries at some point. The presence of global supply chains introduces a number of new management challenges. *Managing Global Supply Chain Relationships: Operations, Strategies and Practices* focuses on issues related to relationships among members of global supply chains. This comprehensive work addresses three important aspects of global supply chain relationships: supply chain integration and collaboration; outsourcing and offshoring of production; and recent growth in supplier networks. *BUSINESS COMMUNICATION: PROCESS AND PRODUCT, 8e*, is designed to prepare students for success in today's digital workplace. The textbook presents the basics of communicating in the workplace, using social media in a professional environment, working in teams, becoming a good listener, and presenting individual and team presentations. Authors Mary Ellen Guffey and Dana Loewy also offer a wealth of ideas for writing resumes and cover letters, participating in interviews, and completing follow-up activities. Optional grammar coverage in each chapter, including a comprehensive grammar guide in the end-of-book appendix, helps students improve their English language skills. Important Notice: Media content referenced within the

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product description or the product text may not be available in the ebook version. Communication within project-based environments presents special challenges. This is especially true within the construction industry, where interaction tends to be characterised by unfamiliar groups of people coming together for short periods before disbanding to work on other endeavours. This book examines communication at a number of levels ranging from interpersonal interactions between project participants to corporate communication between organizations. Several non-typical perspectives on the process of communication are introduced to encourage the reader to think about communication in a more innovative manner. The combination of differing perspectives illustrates the diversity of communication problems facing those working within project-based environments. Practical guidance is provided on possible solutions to communication problems, and a number of examples and case studies are presented. Twenty-four cutting edge issues are evaluated for scholars and practitioners in the volatile field of competitive intelligence.

Social Media Marketing: A Strategic Approach promises to be the seminal textbook in the field with its distinctive conceptual foundation and practical approach to developing successful social media marketing plans. A proven eight-step social media planning model provides students with a cumulative learning experience, showing them how to construct social media strategies that achieve desired marketing goals. These marketing goals shape the development of tailored social media strategies. Special

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attention is given to the most effective techniques for identifying targeted marketing on the social web, with emphasis on the creation of personas that represent the critical online market segments for a company. Students discover how to put these well-defined personas to work in selecting the optimal social media platforms for reaching an organization's marketing goals. Students are taught rules of engagement and social media ethics for behaving properly as marketers on the social web. With these guidelines in mind, the most productive marketing tactics for each type of major social media platform are examined in depth. These platform-specific tactics, along with all the preceding material in the book, are brought together in the final chapter to create a comprehensive social media marketing plan, with detailed explanations and illustrations from a real world plan. Extensive consideration is given to monitoring, evaluating, and tuning the implementation of social media marketing initiatives. In addition, students are introduced to the most useful quantitative and qualitative social media measurements, along with various ways to estimate an organization's return on investment in social media marketing activities. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. In today's aggressive marketplace, listed companies can no longer rely on their numbers to do the talking. If companies can't communicate their achievements and strategy, mounting research evidence suggests, they will be overlooked, their cost of capital will increase and stock price will suffer. In Strategic Financial and Investor

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Communication: the stock price story Ian Westbrook, principal of Australia's leading independent financial communications firm, argues just this: stock price is more a story than a number. Moreover, the book will teach you how to tell your own story by guiding you through the fast-paced world of financial corporate communication with a professional's pragmatism as well as academic rigour. Whether you're a student or a professional of PR, investor relations or corporate communications, this much-needed guide will teach you how to tell a compelling story about your company that the stockbroker, fund manager and corporate media cannot ignore.

This book links knowledge management literature and information systems research to explore the process of knowledge preservation within a community of practice. It contributes to existing literature in different ways. First, it provides a conceptualization of the “community knowledge preservation” process. In contrast to previous knowledge management research, knowledge preservation is thus viewed as a process in its own right rather than an integral part of knowledge creation and sharing. Furthermore, the book also investigates how communities of practice preserve knowledge, by identifying the main mechanisms and tools enabling members to select, store and actualize the explicit and tacit forms of collective knowledge. More in general, the book presents guidance on how to use communities of practice to ensure the preservation of knowledge in development processes, for individuals and organizations alike.

Now revised and updated to reflect the impact of emerging technologies, this new

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edition of Advertising and Society:Controversies and Consequences examines the evolution of advertising and its influence on society. Expanded with five new chapters covering the impact of emerging technologies, including the evolution of Direct to Consumer (DTC) pharmaceutical advertising; product placement in various media; and the growing intrusiveness of Internet marketing Explores a broad range of topics including alcohol, tobacco, and sex in advertising; the pros and cons of negative political adverts; advergames; and the use of stereotypes Examines the impact of advertising through its distinctive 'point/counterpoint' format –designed to spark discussion and help students understand the complexities of the issues being presented Lends substantial clarity to the subject, uniquely balancing criticism and practice within one text Includes chapter-level overviews and summaries of the topic history and key issues, along with student-friendly features such as ideas for papers and questions for discussion 'A remarkably insightful collection of contributions, combining the strategy capability and the knowledge creation and sharing perspectives. Very useful reading for the serious scholar.' - Yves L. Doz, INSEAD, France This volume is the imaginative outcome of several international strategy scholars who have cultivated original research on the broad relationship between strategic capabilities and knowledge transfer at both intra- and inter-organizational levels.

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Highlights successful communication practices at Dell, General Electric, Microsoft, and Monsanto.

The explosion of blogs, social networking sites, wikis, video sharing sites, and other powerful digital communications platforms may be the biggest game-changer to impact business since mechanized manufacturing. In today's Web 2.0 world, company stakeholders--including employees, customers, and investors--are empowered in ways unimaginable just a few years ago, and traditional corporate hierarchies are yesterday's news. Rather than attempt to turn back the clock and reassert strict, top-down control over stakeholder relationships, the smartest companies worldwide are responding with bold new digital communications strategies based on transparency, authenticity, and inclusion, instead of secrecy, artificiality, and exclusion. International corporate communications guru Paul A. Argenti provides a lively, up-to-the-minute review of the Web 2.0 landscape and analyzes the increasingly central role corporate communications plays in virtually every organizational function. Argenti and coauthor Courtney Barnes advise corporate leaders on how to deploy proven strategies for using new and emerging digital platforms to Manage brand identity and company reputation Build a culture of engagement and transparency Turn stakeholders into "company evangelists" Manage internal communications

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across time zones and language barriers Recruit and retain the best talent Develop compelling messages based on customer and investor needs and desires Argenti and Barnes provide case studies illustrating digital communications best practices at HP, Southwest Airlines, Sony, Dell, IBM, Starbucks, HBO, FedEx, GE, and other major players. This groundbreaking book will teach you how to gain real, manageable control over your organization's communications in today's virtual world.

Winner of the 2019 Textbook & Academic Authors Association's The Most Promising New Textbook Award How can public relations play a more active role in the betterment of society? Introduction to Strategic Public Relations: Digital, Global, and Socially Responsible Communication prepares you for success in today's fast-changing PR environment. Recognizing that developments in technology, business, and culture require a fresh approach, Janis T. Page and Lawrence Parnell have written a practical introductory text that aligns these shifts with the body of knowledge from which the discipline of public relations was built. Because the practice of public relations is rooted in credibility, the authors believe that you must become ethical and socially responsible communicators more concerned with building trust and respect with diverse communities than with creating throwaway content. The authors balance this approach with a focus on

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communication theory, history, process, and practice and on understanding how these apply to strategic public relations planning, as well as on learning how to create a believable and persuasive message. Key Features Chapter-opening Scenarios capture your attention by discussing current PR challenges—such as the Wells Fargo cross-selling, VW emissions cover-up, and P&G’s “Like a Girl” campaign—and thus frame the chapter content and encourage active reading. At the end of the chapter, you explore various aspects of socially responsible communication to “solve” the PR challenge. Socially Responsible Case Studies in each chapter illustrate the key responsibilities of a modern public relations professional such as media relations, crisis communications, employee communications, applied communications research, and corporate and government-specific communications. Each case features problem-solving questions to encourage critical thinking. Social Responsibility in Action boxes feature short, specific social responsibility cases—such as Universals’ #NoFoodWasted, Nespresso in South Sudan, and Merck’s collaboration with AIDS activists—to highlight best practices and effective tactics, showing the link between sound public relations strategy and meaningful social responsibility programs. Insight boxes spark classroom discussion on particularly important or unique topics in each chapter. Personality Profile boxes will inspire you with

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stories from PR veterans and rising stars such as the U.S. CEO of Burson-Marsteller, the Chief Communication Officer of the United Nations Foundation, and the Executive VP at HavasPR.

Teaching Talent presents a framework for human capital development that draws on a two-year initiative by the Aspen Institute Education and Society Program to research sectors that have effective, well-developed human capital systems and point the way toward human capital innovations in public education. About 80 percent of education spending is devoted to personnel, yet the capacity of schools and districts to recruit, develop, and retain top talent is stunningly low compared with other knowledge sectors. This problem is most profoundly felt in urban school systems, which creates tremendous inequity for the students who most need a high-quality education. Research findings make it clear that human capital is one of the most important levers we have for improving school effectiveness and student achievement. However, educators, district leaders, and policy makers are just beginning to recognize that strengthening human capital should be their top priority--and to act on that recognition. The book first identifies the elements of a robust human capital strategy in education--teacher recruitment and career development; the principal's role in ensuring teacher quality; and the district's role in creating the conditions necessary to support effective human

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capital management. It then offers a comprehensive, visionary framework that weaves these elements together.

It's a fact that companies so far have only scratched the surface of what can be achieved with social media. Whatever continent, industry, company size, current degree of social media adoption or your job title, the purpose of this book is to inspire you to see how you can raise the bar further to reap new rewards. It will give you the tools to make a difference to your organisation's social media strategy development and delivery going forward. In addition it will also give you more intellectual support and confidence to discuss social media on a higher level with peers, inspire colleagues or negotiate and create support for increased investments from your leadership team. In The Social Media MBA editor Christer Holloman has crowd sourced 15 thought leaders from 4 continents to offer an exceptional educational programme written for experienced social media professionals just like you. In addition, learn through cases studies produced by the social leaders at these brands: ARM by Kerry McGuire Balanza – Director of Strategic Marketing Aviva by Jan Gooding – Global Brand Director Dell by Stuart Handley – Communications Director Evans Cycles by Will Lockie – Head of Social Media GlaxoSmithKlein (Ribena) by Verity Clifton – Brand Marketing Manager Kodak by Madlen Nicolaus – Social Media Manager Phillips by Hans

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Notenboom – Global Director B2B Online Sage by Cath Sheldon – Online PR Specialist There is more, connect with the co-authors and other readers by joining The Social Media MBA Alumni group, visit <http://www.socialmedia-mba.com> or search for the group on LinkedIn to stay updated on the latest, ask questions or join the discussions.

A practical framework for effectively managing performance in today's complex, competitive and risky global markets The Third Edition provides a complete framework for building best practice management processes for today's complex and uncertain world. Fully updated to reflect the events of the global economic crisis, this book provides further practical examples of companies that are successfully using the practices identified. Updated for the implications of the global economic crisis on management practices Completely rewritten section on "What it Takes To Be An Effective Manager In An Uncertain World Added examples and mini case studies throughout the book from companies such as Qualcomm, IBM, Dominos, Target, Toshiba and Facebook Establishes new benchmarks for performance management process and practice Fully updated to include recent events, new learnings, technologies and emerging best practices This book includes serious rethinking of the way companies plan and manage performance-from the role of accounting to the skills needed to be an effective

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manager-including new technologies, techniques and real time management processes.

This two-volume set LNICST 254-255 constitutes the post-conference proceedings of the 14th International Conference on Security and Privacy in Communication Networks, SecureComm 2018, held in Singapore in August 2018. The 33 full and 18 short papers were carefully reviewed and selected from 108 submissions. The papers are organized in topical sections on IoT security, user and data privacy, mobile security, wireless security, software security, cloud security, social network and enterprise security, network security, applied cryptography, and web security.

Annotation This revised edition of the bestseller reflects the realities of the new high-tech marketplace where effective marketing strategy counts as much as the latest technology. New material includes case studies on how high-tech giants came out of the tech market meltdown stronger and more competitive.

Workplace technology is evolving at an accelerated pace, driving innovation, productivity, and efficiency to exceedingly high levels. Businesses both small and large must keep up with these changes in order to compete effectively with fellow enterprises. The Handbook of Research on Enterprise 2.0: Technological, Social, and Organizational Dimensions collects the most recent developments in evaluating the technological, organizational, and social dimensions of modern business practices in order to better foster advances in information exchange and collaboration among networks of partners and customers. This crucial reference supports managers and business professionals, as well as members of academia, IT specialists, and network

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developers in enhancing business practices and obtaining competitive advantage. Stefan Borzillo examines a large variety of CoPs by means of six success factors and identifies three basic types: innovating strategic, operational excellence, and social and productive space CoPs. He shows that innovating strategic CoPs are strongly sponsored by management, that operational excellence CoPs are used to multiply technical and operational practices throughout an organization, and that social and productive space CoPs owe their success to their members' sense of security.

This is the first book to provide a precise description of how companies can put purpose into practice. Based on groundbreaking research undertaken between Oxford University and Mars Catalyst, it offers an accessible account of why corporate purpose is so important and how it can be implemented to address the major challenges the world faces today.

Dell is the most successful computer company in the world leading the way in growth and profitability. Founded in 1984 by Michael Dell, the company dominates the direct selling of business and personal computers. Dell builds computers to order, at prices retailers can rarely match. In *Business the Dell Way*, Rebecca Saunders examines this remarkable success story and draws out the universal lesson any business can learn. Dell began with a brilliant business model – creating mass-customized computers and selling them direct to consumers. But this was not enough. The model has been supported by management excellence, the relentless pursuit of improvement and a constant flow of ideas and input from customers. In recent years Dell has maintained its market-leading position by positioning itself at the heart of the internet revolution. *Business the Dell Way* reveals how any manager, entrepreneur or investor can learn from the Dell story. It is at once an inspiring story of success and an invaluable source of

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lessons for the next generation of winners.

Despite the exponential growth of computing and communications technology, the inertia of old business technology management practices still drives most investment decisions in this area. Companies spend too much money on new technology, while their business models and processes underutilize the resources they already have. Written in a compelling, conversational manner, *Best Practices in Business Technology Management* advises those who buy, install, and support all types of computing and communications technology, empowering them to optimize their systems in new and innovative ways. Divided into six chapters, the book provides insight into the field, discussing decision-making, trends, alignment, optimization, processes, timing, and other areas. It includes practical hands-on advice that explores organization, the challenges of working with people, acquisition and measurement of technology, operational effectiveness, and strategic effectiveness. The best practices presented are not theoretical or untested. Rather, they are the result of trench warfare and real applications. The insights contained in this volume represent what successful companies have done—and continue to do—to optimize the business technology relationship. A nationally-known business technology veteran, author Stephen J. Andriole has developed a perspective on the optimization of computing and communications technology based on years of experience from government, industry, academia, and the venture capital business. In this book, he demonstrates how those who buy and deploy technology can optimize their technology in a way that saves costs and provides maximum performance.

Corporate communication is an increasingly powerful strategic tool for connecting with a company's stakeholders. This book features contributions from leading international MA26s,

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combining a strong theoretical grounding and the latest research with a practical, managerial focus. Ideal for students and practitioners of corporate communications.

Business leaders control information, data, and feedback. How should that power be managed in this digital age and fast-paced, globalized economy? That important question is at the heart of *The ART of Responsible Communication*. This book serves as a how-to guide for executives and emerging business leaders across multiple industries and a full spectrum of functional disciplines. *The ART of Responsible Communication* examines multifaceted corporate communication as a responsibility shared by leaders across the enterprise. You simply cannot delegate all communication responsibility to the corporate communications department or a public relations agency. It is every leader's responsibility to model and champion effective communication, requiring an ongoing commitment to Accessibility, Responsiveness and Transparency, or, in other words, *The ART of Responsible Communication*.

This book delivers new IMD insights on an emerging challenge - how to deal with overwhelming complexity. Global organizations face a complex decision-making environment. On one side, diversity of cultures, customers, competitors and regulations creates complexity; on the other, competitive pressures cause expanding countries to extract more synergies across products and regions. In such a climate, a new way of thinking, acting and organizing is needed beyond the familiar 'control' mindset. Drawing together insights from across the expert faculty, *Managing Complexity in the Global Organization* presents IMD's framework on how to understand complexity and its four key drivers (diversity; interdependence; ambiguity and flux), along with solutions on specific issues in a variety of functions, industries and markets. The focus is on providing practical solutions based on real-life examples.

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NEW EDITION, REVISED AND UPDATED Most companies today have some commitment to corporate social responsibility, but implementing these initiatives can be particularly challenging. While a lot has been written on ethical and strategic factors, there is still a dearth of information on the practical nuts and bolts. And whereas with most other organizational initiatives the sole objective is improved financial performance, sustainability broadens the focus to include social and environmental performance, which is much more difficult to measure. Now updated throughout with new examples and new research, this is a complete guide to implementing and measuring the effectiveness of sustainability initiatives. It draws on Marc Epstein's and new coauthor Adriana Rejc Buhovac's solid academic foundation and extensive consulting work and includes best practices from dozens of companies in Europe, Asia, North America, South America, Australia, and Africa. This is the ultimate how-to guide for corporate leaders, strategists, academics, sustainability consultants, and anyone else with an interest in actually putting sustainability ideas into practice and making sure they accomplish their goals.

In today's interconnected society, media, including news, entertainment, and social networking, has increasingly shifted to an online, ubiquitous format. Artists and audiences will achieve the greatest successes by utilizing these new digital tools. *Digital Arts and Entertainment: Concepts, Methodologies, Tools, and Applications* examines the latest research and findings in electronic media, evaluating the staying power of this increasingly popular paradigm along with best practices for those engaged in the field. With chapters on topics ranging from an introduction to online entertainment to the latest advances in digital media, this impressive three-volume reference source will be important to researchers, practitioners,

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developers, and students of the digital arts.

In the digital age, numerous technological tools are available to enhance business processes. When these tools are used effectively, knowledge sharing and organizational success are significantly increased. *Social Media Marketing: Breakthroughs in Research and Practice* contains a compendium of the latest academic material on the use, strategies, and applications of social media marketing in business today. Including innovative studies on email usage, social interaction technologies, and internet privacy, this publication is an ideal source for managers, corporate trainers, researchers, academics, and students interested in the business applications of social media marketing.

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