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This two-volume set has been written primarily for engineers, technicians, and scientists who are contemplating the unknown but attractive world of technological entrepreneurship, a key driver of economic growth in developed countries and critical in stimulating growth in developing countries. The purpose is to prepare these professionals as members of teams focusing on commercializing new technology-based products. The material has also been used to introduce engineering students to the processes involved in technological entrepreneurship. Volume one provides a background of fundamentals and theory to prepare the reader for the venture launch. Topics include the entrepreneurial process, the venture team, developing and marketing high tech products, and launching the new venture. Volume two goes into detail in critical areas such as intellectual property protection, legal forms of organization, financial projections, and business plan preparation and delivery. The primary emphasis is focused on creating lean and agile organizations capable of recognizing opportunities, quickly developing introductory products for small test markets to better define the opportunities, and using the results of those test markets to arrive at a product with wide acceptance capable of driving growth.

Presents a fact-based, benefits-focused methodology aimed at ensuring the sustainability of GIS initiatives by demonstrating the success of the investment. This book provides a framework with supplemental case studies, interactive digital tools, and templates.

While some of us enjoy a lively debate with colleagues and others prefer to suppress our feelings over disagreements, we all struggle with conflict at work. Every day we navigate an office full of competing interests, clashing personalities, limited time and resources, and fragile egos. Sure, we share the same overarching goals as our colleagues, but we don't always agree on how to achieve them. We work differently. We rub each other the wrong way. We jockey for position. How can you deal with conflict at work in a way that is both professional and productive—where it improves both your work and your relationships? You start by understanding whether you generally seek or avoid conflict, identifying the most frequent reasons for disagreement, and knowing what approaches work for what scenarios. Then, if you decide to address a particular conflict, you use that information to plan and conduct a productive conversation. The HBR Guide to Dealing with Conflict will give you the advice you need to: Understand the most common sources of conflict Explore your options for addressing a disagreement Recognize whether you—and your counterpart—typically seek or avoid conflict Prepare for and engage in a difficult conversation Manage your and your counterpart's emotions Develop a resolution together Know when to walk away Arm yourself with the advice you need to succeed on the job, with the most trusted brand in business. Packed with how-to essentials from leading experts, the HBR Guides provide smart answers to your most pressing work challenges.

If where an organization allocates its resources determines its strategy, why is it that so few companies actively manage the resource allocation process? "Optimizing Corporate Portfolio Management: Aligning Investment Proposals with Organizational Strategy" goes beyond platitudes about why you should use corporate portfolio management (CPM) by offering a practical methodology to bring this powerful discipline to your organization. "Optimizing Corporate Portfolio Management" takes an expansive view of where CPM can be utilized by demonstrating that it can be used across any business line, product group or functional area, e.g., IT, R&D, innovation, marketing, salesforce, capital expenditure, etc. CPM is appropriate anywhere discretionary investments are being selected and executed. As a result, other terms used to describe portfolio management such as IT portfolio management, enterprise portfolio management, and project portfolio management are all merely subsets or slices of CPM. The book is written by Anand Sanwal, an expert on CPM, who has led American Express' CPM discipline (referred to as American Express Investment Optimization). American Express' CPM efforts are widely recognized as the most extensive, substantial and progressive deployment of CPM across any organization. Sanwal avoids academic theories and consultant jargon to ultimately deliver pragmatic and proven recommendations on how to make CPM a reality. The book features a foreword by Gary Crittenden, former CFO and EVP of American Express, and several case studies from leading financial services, technology, and government organizations utilizing CPM. Additionally, the book has received significant praise from thought leaders at Google, HP, American Express, The CFO Executive Board, Gartner, Accenture Marketing Sciences, The Wharton School of Business and many others.

Methods of IT Project Management (Third Edition) is built around the latest version of the Project Management Body of Knowledge (PMBOK) and covers best practices unique to the IT field. It is designed for use in graduate, advanced undergraduate, and professional IT project management courses to prepare students for success in the IT field, and to prepare them to pass the Project Management Professional (PMP) certification exam given by the Project Management Institute (PMI), the world's leading certification in the field of project management. Unlike other project management texts, Methods of IT Project Management follows the IT project life cycle, from overview and initiation to execution, control, and closing. An enterprise-scale IT project (macro-case study) runs through the entire text. Each section presents mini-cases based on the larger case and focuses on new concepts presented in each section. Readers gain practical knowledge of IT project management workflows, at scale, while building technical knowledge and skills required to pass the PMP. Mini-case studies encourage deep retention, prompt rich in-class discussion, and challenge more advanced students and professionals alike. Unique skills covered can be put directly into practice. An appendix presents practice study questions and advice on preparing for and passing the PMP exam. The revised third edition includes expanded coverage of agile system development methodologies, leadership and negotiation skills, and process maturity models.

When you're a project manager with a team of people who don't technically report to you, your challenge is to get Results Without Authority. This book delivers proven techniques for controlling projects and managing diverse teams in a wide variety of situations, and bringing those projects to successful closure. The concepts in this book are essential for

all project managers, with and without authority, because they offer a productive alternative to "command and control" management techniques that can easily backfire. Tom Kendrick's system will help you get successful project results from diverse, cross-functional, virtual, outsourced, and other types of project teams by showing how to establish and build: Control Through Process. Key project management processes, infrastructure, and the role of the project office. Control Through Influence. Productive leadership styles, reciprocity, and maintaining relationships. Control Through Project Metrics. Quantitative, predictive, diagnostic, and retrospective metrics for project control, motivating desired behaviors, and avoiding potential problems. Control Through Project Initiation. The role of the sponsor in project control, the importance of project vision, project launch documentation, and the project start-up workshop. Control Through Project Planning. Collaborative planning as the foundation of project control; planning as a key factor in setting baselines and establishing metrics. Control During Project Execution. Measurement and interpretation of project status, informal communication, and maintaining relationships as keys to maintaining control. Control Through Tracking and Monitoring. Controlling scope and other project parameters; formal project communication and reporting, rewards and recognition, and project reviews. Enhancing Overall Control Through Project Closure. Sign-off, evaluating retrospective project metrics, celebrating, and rewarding the team; improving long-term project control through lessons learned. Packed with invaluable guidance for controlling projects of all scopes and in any field, Results Without Authority will help novice and experienced project leaders get the best from their project teams.

Inhaltsangabe:Abstract: This diploma thesis paper is, after contemplating the current state of ITC / telco's shift towards commoditisation and challenges in facing the upcoming overall mobile / wireless development (beyond 3G, B3G, / 4G) aimed at prosperously resolving a marketing proposition on a quite ingenious Siemens mobile P2P communication solution, named Siemens Anyw@re PocketSERVent, by virtue of the marketers' generic means, the Product-marketing mix dedicated to fundamental questions of product, price, promotion, place (P4). Strategic marketing and ITC business as well as down-to-earth / operational themes will get propelled. The chief emphasis is put on surging virtualisation related to product / svce / property and, as usually less exposed, the shift towards intangible values, foremost customer relationship and momentum of the hi-tech. brand (perception). The intend is to supply a big yet detailed P2P, 3G / B3G and wireless picture to the marketer (even accountant) as well as applied marketing / pricing issues to the S/W developer or mobile techn. expert. After a brief overview (ch. 1), chapter 2 is about introducing the main points rel. peer-to-peer (P2P) it's rather social impacts, technological mindset and ongoing research, as well as contemporary benefits. The intention is to free both the subject and evaluation from hype or byzantine aspects; to present P2P's potential as well as existent contributions to corporations aware of bus. value from IT, paralleling the fashion well-known IT players dominate e.g. Web services. Chapter 3 prepares a general understanding of present-day and forthcoming ITC leitmotivs, more precisely, for why ITC, esp. 3G innovations, have been disappointing. Analysing soft product and service (svce / svc.) innovations is upon hard value; at the dawn of this decade's decentralisation / mobilisation and virtualisation following results and side effects of globalisation the tractate's author is going to constantly question whether proven and established marketing practice can answer the train of virtual i.e. through-and-through digital products, value chains, organisations or business and / or value creation communities. Nevertheless ch. 3's focal point is the wireless or mobile wireless, resp., upgrowth (convergence rel. mobile IP, P2P, B3G / 4G). At beginning of the new millennium telcos are forced to get out of the industrial age's proprietary hardware and services. Less because of customer's [...]

The advent of the Information Society is marked by the explosive penetration of information technologies in all aspects of life and by a related fundamental transformation in every form of the organization. Researchers, business people and policy makers have recognized the importance of addressing technological, economic and social impacts in conjunction. For example, the rise and fall of the dot-com hype depended a lot on the strength of the business model, on the technological capabilities available to firms and on the readiness of the society and economy at large sustain a new breed of business activity. However, it is notoriously difficult to examine the cross-impacts of social, economic and technological aspects of the Information Society. This kind of work requires multidisciplinary work and collaboration on a wide range of skills. Social and Economic Transformation in the Digital Era addresses this challenge by assembling the latest thinking of leading researchers and policy makers. The book covers all key subject areas of the Information Society and presents innovative business models, case studies, normative theories and social explanations

Fully updated to meet the demands of the 21st-century surgeon, this title provides you with all the most current knowledge and techniques across your entire field, allowing you to offer every patient the best possible outcome. Edited by Drs. Mathes and Hentz in its last edition, this six-volume plastic surgery reference now features new expert leadership, a new organization, new online features, and a vast collection of new information - delivering all the state-of-the-art know-how you need to overcome any challenge you may face. Renowned authorities provide evidence-based guidance to help you make the best clinical decisions, get the best results from each procedure, avoid complications, and exceed your patients' expectations. Our current healthcare system's broken. The Organization for Economic Co-Operation and Development (OECD) predicts health care costs could increase from 6% to 14% of GDP by 2060. The cause of this increase is due to (1) a global aging population, (2) growing affluence, (3) rise in chronic diseases, and (4) better-informed patients; all of which raises the demand for healthcare. In 2006, Michael Porter and Elizabeth Teisberg authored the book 'Redefining Health Care: Creating Value-Based Competition on Results.' In it, they present their analysis of the root causes plaguing the health care industry and make the case for why providers, suppliers, consumers, and employers should move towards a patient-centric approach that optimizes value for patients. According to Porter, "value for patients should be the overarching principle for our broken system." Since 2006, Mr. Porter, accompanied by his esteemed Harvard colleague, Robert Kaplan, have worked tirelessly to promote this new approach and pilot it with leading healthcare delivery organizations like Cleveland Clinic, Mayo Clinic, MD Anderson, and U.S. Department of Veteran Affairs. Given the current state of global healthcare, there is urgency to achieve widespread adoption of this new approach. The intent of this book is to equip all

healthcare delivery organizations with a guide for putting the value-based concept into practice. This book defines the practice of value-based health care as Value Management. The book explores Mr. Porter's Value Equation ($\text{Value} = \text{Outcomes} / \text{Cost}$), which is central to Value Management, and provides a step-by-step process for how to calculate the components of this equation. On the outcomes side, the book presents the Value Realization Framework, which translates organizational mission and strategy into a comprehensive set of performance measures and contextualizes the measures for healthcare delivery. On the costs side, the book details the Harvard endorsed time-driven activity based costing (TDABC) methodology, which has proven to be a modern catalyst for defining HDO costs. Finally, this book covers the need and a plan to establish a Value Management Office to lead the delivery transformation and govern operations. This book is designed in a format where any organization can read it and acquire the fundamentals and methodologies of Value Management. It is intended for healthcare delivery organizations in need of learning the specifics of achieving the implementation of value-based healthcare.

A less-expensive grayscale paperback version is available. Search for ISBN 9781680922936. Principles of Accounting is designed to meet the scope and sequence requirements of a two-semester accounting course that covers the fundamentals of financial and managerial accounting. This book is specifically designed to appeal to both accounting and non-accounting majors, exposing students to the core concepts of accounting in familiar ways to build a strong foundation that can be applied across business fields. Each chapter opens with a relatable real-life scenario for today's college student. Thoughtfully designed examples are presented throughout each chapter, allowing students to build on emerging accounting knowledge. Concepts are further reinforced through applicable connections to more detailed business processes. Students are immersed in the "why" as well as the "how" aspects of accounting in order to reinforce concepts and promote comprehension over rote memorization.

Argues that businesses stand to profit from development strategies that are socially and environmentally responsible. Original.

A Tea Reader contains a selection of stories that cover the spectrum of life. This anthology shares the ways that tea has changed lives through personal, intimate stories. Read of deep family moments, conquered heartbreak, and peace found in the face of loss. A Tea Reader includes stories from all types of tea people: people brought up in the tea tradition, those newly discovering it, classic writings from long-ago tea lovers and those making tea a career. Together these tales create a new image of a tea drinker. They show that tea is not simply something you drink, but it also provides quiet moments for making important decisions, a catalyst for conversation, and the energy we sometimes need to operate in our lives. The stories found in A Tea Reader cover the spectrum of life, such as the development of new friendships, beginning new careers, taking dream journeys, and essentially sharing the deep moments of life with friends and families. Whether you are a tea lover or not, here you will discover stories that speak to you and inspire you. Sit down, grab a cup, and read on.

High-Performance Data Network Design contains comprehensive coverage of network design, performance, and availability. Tony Kenyon provides the tools to solve medium- to large-scale data network design problems from the ground up. He lays out a practical and systematic approach that integrates network planning, research, design, and deployment, using state-of-the-art techniques in performance analysis, cost analysis, simulation, and topology modeling. The proliferation and complexity of data networks today is challenging our ability to design and manage them effectively. A new generation of Internet, e-commerce, and multimedia applications has changed traditional assumptions on traffic dynamics, and demands tight quality of service and security guarantees. These issues, combined with the economics of moving large traffic volumes across international backbones, mean that the demands placed on network designers, planners, and managers are now greater than ever before. High-Performance Data Network Design is a "must have" for anyone seriously involved in designing data networks. Together with the companion volume, Data Networks: Routing, Security, and Performance Optimization, this book gives readers the guidance they need to plan, implement, and optimize their enterprise infrastructure. · Provides real insight into the entire design process · Includes basic principles, practical advice, and examples of design for industrial-strength enterprise data networks · Integrates topics often overlooked-backbone optimization, bottleneck analysis, simulation tools, and network costing

Radio Frequency Identification (RFID) tagging is now mandated by the department of defense and many of the world's largest retailers including Wal-Mart. In order to stay competitive, more than 200,000 manufacturers and suppliers must develop strategies for integrating RFID technologies into their supply chains. RFID in Logistics: A Practical Introduction provides businesses and other relevant concerns with an authoritative step-by-step guide to the implementation and diverse applications of this revolutionary communications technology. Survey RFID applications in entertainment, credit devices, wireless communications, healthcare, and libraries Learn about both active and passive system components testing models Examine best practices for integrating RFID technology into the supply chain Combining techniques from computer, electrical, and industrial engineering, RFID in Logistics: A Practical Introduction supplies the basic instruction needed to develop and implement RFID technology.

As the objective of capital budgeting is to add values to the wealth of an owner of a business, capital budgeting primarily insists on the recovery of investments made in the projects. To improve the owner's wealth, it is important to evaluate and identify profitable projects using some evaluation tools. Concerning the project evaluation, there are traditional and non-traditional tools in application to evaluate the projects in finance and financial management. In this context, this paper illustrates the project evaluation techniques contextually with specific exhibits as examples to make the reader to understand them. There are two primary evaluation techniques: (1) Traditional Methods and (2) Non-traditional methods that incorporate time value of money in the evaluation process. This book fundamentally encompasses the traditional methods of namely Payback Period (PBP) and Accounting Rate of Return (ARR), and the non-traditional methods of Net Present Value (NPV), Internal Rate of Return (IRR), Modified Internal Rate of Return (MIRR), Profitability Index (PI) or Cost-Benefit Ratio (CBR), Discounted (modified) Payback Period (DPBP or MPBP) and Time-adjusted Discounting Method (TADM). To facilitate the explanations and understanding the project evaluation methods, appropriate exhibits are illustrated from a reader's point of view.

Research and Development is the vehicle by which organizations and economies create opportunity, innovation and secure a stream of future products and services. These outcomes are all critically important sources of sustainability in a world that is changing faster than most companies can keep up. The challenge behind them is the fundamental unpredictability of R&D; which is why effective project management is so important. Ron Basu's Managing Projects in Research and Development explains how and why project

management can provide a means of helping to plan, organise and control multi-disciplinary research activities without stifling innovation. Combining research with practical examples and experience from a career that has included blue chip organizations such as GSK, GlaxoWellcome and Unilever, Ron Basu offers a rigorous guide to the fundamentals of R&D project management including project lifecycle management, risk management, cost, time quality and other success measures as well as the keys to operational excellence in this complicated world.

Fully updated to meet the demands of the 21st-century surgeon, Principles, Volume 1 of Plastic Surgery, 3rd Edition, provides you with the most current knowledge and techniques in the principles of plastic surgery, allowing you to offer every patient the best possible outcome. Access all the state-of-the-art know-how you need to overcome any challenge you may face and exceed your patients' expectations. Consult this title on your favorite e-reader, conduct rapid searches, and adjust font sizes for optimal readability. Apply the very latest advances in plastic surgery and ensure optimal outcomes with evidence-based advice from a diverse collection of world-leading authorities. Stay abreast of the latest information on business practices, stem cell therapy, and tissue engineering, and walk through the history, psychology, and core principles of reconstructive and aesthetic plastic surgery. Know what to look for and what results you can expect with over 1,000 color photographs and illustrations. Easily find the answers you need with a more templated, user-friendly, high-yield presentation.

The most comprehensive PMP Exam study package on the market Prepare for the demanding PMP certification exam with this Deluxe Edition of our PMP: Project Management Professional Exam Study Guide, Fourth Edition. Featuring a bonus workbook with over 200 extra pages of exercises, this edition also includes six practice exams, over two hours of audio on CD to help you review, additional coverage for the CAPM (Certified Associate in Project Management) exam, and much more. Full coverage of all exam objectives in a systematic approach, so you can be confident you're getting the instruction you need for the exam Bonus workbook section with over 200 pages of exercises to help you master essential charting and diagramming skills Practical hands-on exercises to reinforce critical skills Real-world scenarios that put what you've learned in the context of actual job roles Challenging review questions in each chapter to prepare you for exam day Exam Essentials, a key feature in each chapter that identifies critical areas you must become proficient in before taking the exam A handy tear card that maps every official exam objective to the corresponding chapter in the book, so you can track your exam prep objective by objective Featured on the CD SYBEX TEST ENGINE: Test your knowledge with advanced testing software. Includes all chapter review questions and bonus exams. ELECTRONIC FLASHCARDS: Reinforce your understanding with flashcards that can run on your PC, Pocket PC, or Palm handheld. AUDIO INSTRUCTION: Fine-tune your project management skills with more than two hours of audio instruction from author Kim Heldman. Also on the CD, you'll find the entire book in searchable and printable PDF. Study anywhere, any time, and approach the exam with confidence.

With budgets more stringent than ever, important purchasing decisions have moved up the ladder to the C-suite. And when it comes to selling to those at the highest level, author Michael Nick has a revelation for you: ROI is no longer the key metric for making purchasing decisions. In The Key to the C-Suite, he reveals the ten tangible metrics C-level executives do look for, and teaches readers to apply those metrics to build a case for their products and services that will unlock the door to greater sales. You'll learn how to: uncover key financial information on a prospect; determine a corporation's financial stability; clearly define the value of the product or service you are selling; calculate the value impact of your offerings in financial metrics; and showcase how your sales packages fit into metrics such as return on asset, return on equity, operating costs, net profit, and earnings. These days, it is crucial for sales professionals to be able to communicate the positive effect their products or services will have on a company's financial statements. The Key to the C-Suite explains how to showcase bottom-line value using individually trackable and measurable metrics that will win over companies' top decision makers. Explains what business numbers mean and why they matter, and addresses issues that have become more important in recent years, including questions about the financial crisis and accounting literacy.

CAPITAL BUDGETING Decision Methods Payback Period, Discounted Payback Period, Average Rate of Return, Net Present Value, Profitability Index, IRR and Modified IRR Agile, a topic of growing importance in project management, is an iterative and incremental software developmental methodology that helps organizations to be more flexible to change and to deliver workable software in a shorter span of time. PMI-ACPSM is the new credential offered by the Project Management Institute, and validates a practitioner's ability to understand and apply agile principles and practices. PMI: Agile Certified Practitioner is a self-study guide that is essential reading for all PMI-ACPSM aspirants to clear the certification exam. Following an easy and a step-by-step learning approach, this book presents not only the basic agile concepts but also the latest developments in the field, based entirely on the guidelines from the Project Management Institute.

When a company initiates export development and internationalisation, it is essential to follow a systematic strategy formulation and decision-making process. Export Planning (2nd edition) provides a methodology to plan and achieve globalisation. This process of export planning consists of four phases: export policy, export audit, export plan, and export roll-out. Export Planning describes these 4 phases, and provides a 10-step guide for the construction of an international marketing plan. Export Planning will enable readers to: 1. systematically select and plan entries into new international markets; 2. enhance the chances of success through an integrated review of analysis and strategy by means of marketing, logistics, organization and finance; 3. assemble a sound line of reasoning from strategy to implementation. Export Planning is a practical book. It describes export and international marketing at a strategic, tactical and operational level, and combines theoretic models with relevant practical experience. New to this 2nd edition is an

additional chapter on the implementation of the export transaction. This book is intended for bachelor and graduate students at business schools and universities. This book is also useful for anyone who wants to know more about export planning, international marketing and international market development.

In today's challenging commercial environment, many business projects are now categorized as strategic investment with the primary concern being value impact on an organization's bottom line. This title equips project managers with the skills necessary to effectively manage projects as strategic investments.

I am wrote this book CAPITAL BUDGETING decision methods with the following objectives." To demonstrate to readers that the subject of CAPITAL BUDGETING decision methods simple to understand, relevant in practice and interesting to learn." To help managers appreciate the logic for making better investment decisions." To explain the concepts and theories of Capital budgeting decision methods in a simple way so readers could grasp them very easily and be able to put them in to practice." To create a book that differentiates it self from other books in terms of coverage, theory and data presentation.This book useful to Students, Job Interviews, Investors, Financial advisers, Financial managers and Fund managers to relate theories, concepts and data interpretation to practice. This book deals with topic in Investment analysis is Capital Expenditure Decisions. This book covers the Introduction of Capital Budgeting, Capital Budgeting techniques(methods), Estimating project Cash flows and Project Analysis. Illustrating the Payback period(PBP), Discounted Payback Period(DPBP), Average rate of return(ARR), Net Present Value(NPV), Profitability Index(PI), Internal Rate of Return(IRR) and Modified Internal Rate of Return(MIRR). By study this book, the efficient financial decision makers can able to put their more efforts to take decisions with regarding to the allocation of funds among alternative investments in suitable projects.The common terms are used in this book are Cost of capital, Discount factor, Rate of return, Present value of cash inflows, Present value of cash outflows, Future value of cash inflows, Earnings before depreciation and tax(EBDT), Earnings before tax(EBT), Earnings after tax(EAT), Net Cash flows(NCF)etc?This book CAPITAL BUDGETING decision methods aims to assist the reader to develop a thorough understanding of the concepts and theories underlying financial management in a systematic way. To accomplish this purpose, the recent thinking in the field of finance has been presented in a most simple, and precise manner.The main features of the book are simple understanding and key concepts.The book contains a comprehensive analysis of topics on ratio analysis with a view that readers understand financial decisions thoroughly well and are able to evaluate their implications for investors of the company.The text material has been structured to focus on Capital budgeting methods is in the investment decision making process.The book discusses the theories, concepts, assumptions, underlying investment decisions.It is hoped that this will facilitate a better understanding of the subject matter.Chandra SekharSri Venkateswara Universitychandrakindle55@gmail.com

Over 200,000 copies sold! Thomas R. Ittelson's master work for entrepreneurs, non-financial managers, business students, lawyers, lenders, and investors - the bestselling book of its kind, with over 200,000 copies in print - has gotten even better with this 20th anniversary edition. Ittelson is an expert at translating complicated financial topics in an accessible way for non-financial audiences. In this book, he empowers readers by clearly and simply demonstrating how the three major accounting statements interact to offer a snapshot of a company's financial health. This book teaches readers how to use specialized accounting vocabulary and makes accessible the structure and purpose of the three major numeric statements that describe a company's financial condition. Each statement paints a different and essential picture - the "three-legged stool" of company reporting: The income statement shows the manufacturing (or service offerings) and selling actions of the company that result in profit or loss during a period. It gives a very important perspective on the company's performance, its profitability. The cash flow statement details cash into and out of the company for a period. You need money to make money. Running out of cash is bad. Duh. The balance sheet records at the end of a period, an instant in time, what the company owns and what it owes, including the owners' stake, called shareholders' equity. With two new major topic sections (nonprofit organization accounting and pricing theory for profitability) and spot color reformatting to improve comprehension, this third edition of Financial Statements is simply the clearest and most comprehensive introduction to financial reporting available. No accounting background is required.

The Internet Encyclopedia in a 3-volume reference work on the internet as a business tool, IT platform, and communications and commerce medium.

A guide to getting the crucial business case right?every time Showing professionals how to calculate the value of typical budgeting and funding requests quickly and easily, Making Technology Investments Profitable, Second Edition applies the "Value Realization" process, using proven strategies that maximize the business payoff from IT projects. Filled with case studies, this innovative book enables managers to confidently quantify, in a matter of minutes, the true business value of funding a desired project. New edition explains how to proactively manage the conversion of a business case's value promise to its value realization Includes dozens of new case studies on realizing maximum value from IT enabled investments from various industries and around the world New checklists and tables A dedicated Web site containing additional material, case studies, chat rooms, and blogs on the value-realization process The Second Edition provides senior executives, project managers, and technical staff with new insights on how to get the crucial business case right, while also explaining how to proactively manage the conversion of the business case's value promise into the value reality of a completed project.

Dowling's Engineering Your Future: An Australasian Guide, Fourth Edition is used for first year, core subjects across all Engineering disciplines. Building on the previous editions, this text has been updated with new references, while still maintaining a strong and practical emphasis on skills that are essential for problem solving and design. Numerous topical and locally focused examples of projects across engineering disciplines help demonstrate the role and responsibilities of a professional engineer. Themes of sustainability, ethical practice and effective communication are a constant throughout the text. This full-coloured print with interactive e-text resource has a variety of digital media embedded at the point of learning such as videos and knowledge-check questions to engage students and to help consolidate their learning.

Adopting Web Services will affect many processes within any organization. To throw light on the most important issues, we have commissioned Experts in the Industry to share their insights. The resultant papers cover a broad spectrum from architecture to business strategies without diverting into deep technological fashions. Each study in the collection will answer specific business challenges thrown up by Web Service architectures. Before changing, commissioning, or evaluating a Web Service initiative, all IT Managers, System Architects, Lead Developers, and Business Visionaries should study and reference this book.

The importance of demonstrating the value achieved from IT investments is long established in the Computer Science (CS) and Information Systems (IS) literature. However, emerging technologies such as the ever-changing complex area of cloud computing present new challenges and opportunities for demonstrating how IT investments lead to business value. Recent reviews of extant literature highlights the need for multi-disciplinary research. This research should explore and further develops the conceptualization of value in cloud computing research. In addition, there is a need for research which investigates how IT value manifests itself across the chain of service provision and in inter-organizational scenarios. This open access book will review the state of the art from an IS, Computer Science and Accounting perspective, will introduce and discuss the main techniques for measuring business value for cloud computing in a variety of scenarios, and illustrate these with mini-case studies.

Organizations are successful based on their ability to achieve strategic goals. Why didn't you achieve your strategy? Too many organizations waste time and money on developing strategy

but don't achieve their goals. What goes wrong? Poor predictions about the future; internal politics that impact the projects selected; biases in the decision-making process, and other stumbling blocks. This book provides the approach that significantly increases an organization's ability to achieve its strategy. This is not a book about developing strategy. This is a book that will help you actually achieve the strategy the organization's leadership has developed. Strategy is necessary but it is a complete waste of time unless it is effectively turned into real results. If you want to see where an organization will be in 5 years, don't look at its strategic goals. Look at where management spends the money.

In this seminal article, innovation experts Clayton Christensen, Stephen P. Kaufman, and Willy C. Shih explore the key reasons why companies struggle to innovate. The authors uncover common mistakes companies make—from focusing on the wrong customers to choosing the wrong products to develop—that can derail innovation efforts, and offer a better way forward for management teams who want to avoid these obstacles and get innovation right. Since 1922, Harvard Business Review has been a leading source of breakthrough ideas in management practice. The Harvard Business Review Classics series now offers you the opportunity to make these seminal pieces a part of your permanent management library. Each highly readable volume contains a groundbreaking idea that continues to shape best practices and inspire countless managers around the world.

The Executive's Guide to Information Technology is a sophisticated and comprehensive guide to running a cost-effective, efficient, and business delivery-focused corporate Information Technology (IT) unit. Eschewing the theoretical for the practical, the book gives managers the guidance they need to handle any problem effectively. It provides specific policies, approaches, and tools for each critical IT management function—from application management to vendor management. IT management experts John Baschab and Jon Piot provide the techniques IT managers and executives need to accurately assess their current operations. Further, they offer a step-by-step improvement plan designed to raise productivity and service levels while reducing costs significantly. The authors begin by examining the symptoms and causes of waste, inefficiency and underperformance in typical IT departments before offering in-depth analysis of each operational area of IT management. They present current and emergent best practices for transforming the department into a world-class service organization. Packed with prescriptive advice and hard-earned insight, this comprehensive resource is organized into stand-alone chapters that provide quick access to important information when managers need it. In addition, spreadsheets, documents, and checklists are designed to aid in planning and decision-making and can be easily accessed on the included CD-ROM. Designed to help IT managers and top executives get the most out of their departments, their budget and themselves, the book covers such topics as: managing the department, establishing leadership roles, assessing the organization, cost management, project demand management, operations management, infrastructure planning, vendor selection and management, technical standards setting, investment evaluation, and productivity and quality measurement programs. With The Executive's Guide to Information Technology, IT managers will understand the main sources of waste in their departments, identify major management issues, learn and implement critical steps toward improvement, and manage more effectively. The book will help managers improve their performance and stature within their organizations by providing the tips and tools to overcome typical areas of friction and miscommunication between IT departments and other business functions. Executives will understand how to work effectively with the CIO or IT director, as well as provide constructive management input to the IT function, achieving the best return on their IT assets.

Fully updated to meet the demands of the 21st-century surgeon, Plastic Surgery provides you with all the most current knowledge and techniques across your entire field, allowing you to offer every patient the best possible outcome. Edited by Drs. Mathes and Hentz in its last edition, this six-volume plastic surgery reference now features new expert leadership, a new organization, new online features, and a vast collection of new information - delivering all the state-of-the-art know-how you need to overcome any challenge you may face. Renowned authorities provide evidence-based guidance to help you make the best clinical decisions, get the best results from each procedure, avoid complications, and exceed your patients' expectations. Consult this title on your favorite e-reader, conduct rapid searches, and adjust font sizes for optimal readability. Compatible with Kindle®, nook®, and other popular devices. Apply the very latest advances in every area of plastic surgery and ensure optimal outcomes with evidence-based advice from a diverse collection of world-leading authorities. Master the latest on stem cell therapy, tissue engineering, and inductive therapies • aesthetic surgical techniques and nonsurgical treatments • conjoined twin separation and other craniofacial surgery advances • microsurgical lymphatic reconstruction, super microsurgery, and sternal fixation • autologous lipofilling of the breast • nerve transfers in hand surgery, hand allotransplantation, and functional prosthetics • and much, much more. Easily find the answers you need with a new organization that features separate volumes covering Principles • Aesthetic • Craniofacial, Head and Neck Surgery • Lower Extremity, Trunk and Burns • Breast • and Hand and Upper Extremity, plus a more templated, user-friendly, high-yield presentation. Visualize procedures more clearly through an abundance of completely redrawn full-color illustrations and new color clinical photographs. Access the complete, fully searchable contents of each volume online, download all the tables and figures, view 160 procedural videos, and take advantage of additional content and images at www.expertconsult.com!

This book offers valuable finance concepts to IT Managers and Project Managers so that they can carry out cost benefit analysis, develop a business case to justify ROI of a project, secure funding and execute the project. NPV, IRR, Payback Period, ROI, TCO, Capital vs. Operating Expense, Depreciation & Amortization, Outsourcing & Offshoring, Cost Benefit Analysis and Business Case are presented in detail. This book presents wide array of examples in each chapter with easy to understand diagrams. In the end, the reader will be comfortable with IT Finance concepts. This book covers the following. Chapter 2 – Time Value of Money – This chapter covers interest rate, present value (PV), Future Value (FV), Net Present Value (NPV) and Payment. It explains how NPV is used for deciding IT Projects. Chapter 3 – Internal Rate of Return (IRR) – This chapter explains IRR. It presents several examples of IRR. It presents how IRR is used for deciding IT projects as well as the limitations of IRR. Chapter 4 – Opportunity Cost – This chapter explains the economic value of the best alternative given up by making a decision. Chapter 5 – Sunk Cost – This chapter explains how the money spent does not impact future decision on a project. Chapter 6 – Cost of Capital – This chapter explains the concept behind cost of capital and how to calculate one. This rate is used for discounting cash flows for IT projects. Chapter 7 – Payback Period – This chapter explains the payback period is. It presents a detail example of payback period. Chapter 8 – Expected Value (EV) – This chapter describes what EV is and presents examples to calculate EV of a project based on different outcome. Chapter 9 – Expected Annual Cost (EAC) – This chapter presents how to compare machines of unequal lives. Chapter 10 – Capital vs. Operating Expense – This chapter explains what these are. It

presents IT costs and categorizes them into Capital vs. Operating Expense. SDLC Waterfall and Agile methodology are presented and a phase within each life cycle is categorized into Capital vs. Operating Expense. Purchase of package software, customization of package software, software development, equipment purchase and maintenance cost are categorized into Capital vs. Operating Expense with plenty of examples. Chapter 11 – Depreciation and Amortization – This chapter explains how hardware is depreciated while software and goodwill are amortized with examples. Chapter 12 – Total Cost of Ownership (TCO) – This chapter explains what the concept behind TCO is. It presents TCO for a server, a web site, an ERP system, a Data Warehouse System and a mobile app. Chapter 13 – Chargeback – This chapter explains how to develop a chargeback model. It presents examples of chargeback model for a Load Testing CoE, Incident Management System and Private Cloud. Chapter 14 – Financing vs. Leasing – This chapter explains the concepts behind financing and leasing. It presents examples to explain the concepts. Chapter 15 – Cost Benefit Analysis (CBA) – This chapter explains the concepts behind cost benefit analysis. It presents examples to explain the concepts. It explains how NPV and IRR play a role in deciding a project from among multiple competing projects. Chapter 16 – Off-Shoring and Outsourcing – This chapter explains the concepts. It presents various scenarios to understand costs associated with off shoring and out-sourcing. Chapter 17 – Business Case – This chapter presents how to develop a business case. It presents a mobile app project and the sales volume and income statement. In the end, the analysis calculates IRR from the cash flow.

The goal of this book is to help HR decision makers recognize where to capture value from HR technology, learn how to demonstrate that value, and make better implementation decisions. The authors include topics such as how HR technology can deliver strategic value; whether to outsource HR processes, HR technology, and project management; training and change management; measuring value through ROI analyses and HR Analytics; and, how to evaluate and manage future HR innovations. Our approach is to introduce theoretical frameworks from management science to guide decision making about HR technology. These theoretical approaches provide a scientific basis and structure to analyze business challenges and improve decision making compared with using intuition alone or relying on vendor best practices. The theories and frameworks come from strategic management, economics, accounting, finance, organizational behavior, and information systems. This breadth helps managers understand the many ways HR technology decisions can increase value.

Power and Energy industry is a highly capital intensive business field. Furthermore there is a very close interlinkage between technologies and economics that requires engineers and economists to have a common understanding of project evaluation approaches and methodologies. The book's overall objective is to provide a comprehensive but concise coverage of engineering economics required for techno-economic evaluation of investments in power and energy system projects. Throughout the book, the emphasis is on transferring practical know-how rather than pure theoretical knowledge. This is also demonstrated in numerous examples derived from experience of respective projects. The book comprises seven chapters. The text part is supported by about 25 tables, 40 figures, 55 application examples and 7 Case Studies. Target audience of the book are primarily international consultants, staff members of engineering companies, utility personnel, energy economists and lawyers, as well as employees of government agencies entrusted with regulating the energy and utility sector and, finally, students in related fields of engineering and economics.

A top business leader shares the business principles he used to launch both a top company and a thriving nonprofit Nonprofit leaders know that solving pervasive social problems requires passion and creativity as well as tangible results. The Non Nonprofit shares the same business principles that drive the world's best companies, showing how they can (and should) be applied to the realm of nonprofits. Steve Rothschild personally crossed sectors when he left corporate America to found Twin Cities RISE!, a highly successful poverty reduction program. His honest story, and success and missteps, create an essential roadmap for any social venture looking to prove and boost its impact. Distills essential nonprofit principles such as having a clear and appropriate purpose, creating economic value from social benefit, and establishing mutual accountability Shares successful approaches from innovative organizations such as Grameen Bank, Playworks, Common Ground, Habitat for Humanity, Lumni, Caring Bridge, College Summit and RISE! Draws from the author's success in founding and building Twin Cities RISE!, which trains unemployed Minnesotans for living wage jobs. RISE! serves 1,500 participants each year As insightful as it is inspiring, The Non Nonprofit can help maximize the positive impact of any nonprofit.

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