

Value Drivers The Managers Guide For Driving Corporate Value Creation

"Analyzing New Profit Opportunities" by Dr. Winther offers the reader simple and robust methods for evaluating new business opportunities and new strategies. The tools in this book make it easier to understand what drives profits and how to modify the product line and the business strategy to achieve success in the marketplace.

The Growth Drivers is a practical guide to building marketing capabilities. It explains why it is critical that organizations invest in the capabilities needed to excel at customer-centric marketing to drive growth. The authors explain what world-class marketing means in practice and reveal the power of strategic marketing as a dynamic propeller of growth. Each chapter includes a summary, a separate in-depth case study, a range of illustrative real-life examples and some practical tools based on the work of leading practitioners in this pioneering field, as well as relevant diagrams and pictures.

The only text to strike a balance between solid financial theory and practical applications, Brigham/Ehrhardt's FINANCIAL MANAGEMENT: THEORY AND PRACTICE, 15e gives you a thorough understanding of the essential concepts you need to develop and implement effective financial strategies. The book begins with a presentation of corporate finance fundamentals before progressing to discussions of specific techniques used to maximize the value of a firm. It also explores the recent financial and economic crises and the role of finance in the business world. With its relevant and engaging presentation, numerous examples, and emphasis on Excel usage, this text serves as a complete reference tool for you in your academic or business career. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

This volume, edited as a Festschrift in honor of Prof. Milan Zeleny, reflects and emulates his unmistakable legacy: the essential multidimensionality of human and social affairs. There are many levels of this multidimensionality presented in this volume: 1. Multidisciplinarity of contributed papers 2. Multinationality of their authors, extending even to the editors and the publisher and 3. Multicultural and multilevel exposition, ranging from empirical studies to philosophical foundations. Generally, these papers can be divided into three parts: Multiple Criteria Decision Making; Social and Human System Management; and Information, Knowledge and Wisdom Management. It is the recognition of multidimensionality in decision making, economics, optimization, systems, cybernetics and the pursuit of knowledge that bear the stamp of specific Zeleny's contributions. His life-long dedication to multidimensionality has produced an ultimate multidimensional being, living in academic 'multiverse', functioning in a boundaryless world of all continents, cultures and countries. This book is as diverse and as multidimensional as the man and his work.

Value DriversThe Manager's Guide for Driving Corporate Value CreationJohn Wiley & Son Limited

Bring agility, cost savings, and a competitive edge to your business by migrating your IT infrastructure to AWS. With this practical book, executive and senior leadership and engineering and IT managers will examine the advantages, disadvantages, and common pitfalls when moving your company's operations to the cloud. Author Jeff Armstrong brings years of practical hands-on experience helping dozens of enterprises make this corporate change. You'll explore real-world examples from many organizations that have made—or attempted to make—this wide-ranging transition. Once you read this guide, you'll be better prepared to evaluate your migration objectively before, during, and after the process in order to ensure success. Learn the benefits and drawbacks of migrating to AWS, including the risks to your business and technology Begin the process by discovering the applications and servers in your environment Examine the value of AWS migration when building your business case Address your operational readiness before you migrate Define your AWS account structure and cloud governance controls Create your migration plan in waves of servers and applications Refactor applications that will benefit from using more cloud native resources

Straightforward playbook for executing world-class strategy for tangible results Designed with three key ideas: leverage the tools that are working, simplify the model, and make the content readable for managers, Managing Performance in Turbulent Times is a road map for the modern strategy manager. Through their simplified execution process the authors—performance management experts—show executives how to get results and execute even in the most difficult conditions. Addresses importance of adaptability to change within today's business environment Explores the environmental turbulence that constantly confounds virtually all organizational systems, with workable solutions Provides a streamlined execution process any organization can use to improve business results Managers need tools to do their jobs better. Filled with proven solutions, this book reveals how to get results through successful strategy execution, presenting a process that will help your organization execute strategy in a simplified, efficient manner.

What business process are the value drivers? Which value drivers would be least important to the valuation? What business value drivers do they contribute to? How do you use lean thinking to locate the value drivers? What are the main business impacts, and how do such relate to the business value drivers, goals and measures? Defining, designing, creating, and implementing a process to solve a challenge or meet an objective is the most valuable role... In EVERY group, company, organization and department. Unless you are talking a one-time, single-use project, there should be a process. Whether that process is managed and implemented by humans, AI, or a combination of the two, it needs to be designed by someone with a complex enough perspective to ask the right questions. Someone capable of asking the right questions and step back and say, 'What are we really trying to accomplish here? And is there a different way to look at it?' This Self-Assessment empowers people to do just that - whether their title is entrepreneur, manager, consultant, (Vice-)President, CxO etc... - they are the people who rule the future. They are the person who asks the right questions to make Value Drivers investments work better. This Value Drivers All-Inclusive Self-Assessment enables You to be that person. All the tools you need to an in-depth Value Drivers Self-Assessment. Featuring 897 new and updated case-based questions, organized into seven core areas of process design, this Self-Assessment will help you identify areas in which Value Drivers improvements can be made. In using the questions you will be better able to: - diagnose Value

Drivers projects, initiatives, organizations, businesses and processes using accepted diagnostic standards and practices - implement evidence-based best practice strategies aligned with overall goals - integrate recent advances in Value Drivers and process design strategies into practice according to best practice guidelines Using a Self-Assessment tool known as the Value Drivers Scorecard, you will develop a clear picture of which Value Drivers areas need attention. Your purchase includes access details to the Value Drivers self-assessment dashboard download which gives you your dynamically prioritized projects-ready tool and shows your organization exactly what to do next. You will receive the following contents with New and Updated specific criteria: - The latest quick edition of the book in PDF - The latest complete edition of the book in PDF, which criteria correspond to the criteria in... - The Self-Assessment Excel Dashboard - Example pre-filled Self-Assessment Excel Dashboard to get familiar with results generation - In-depth and specific Value Drivers Checklists - Project management checklists and templates to assist with implementation INCLUDES LIFETIME SELF ASSESSMENT UPDATES Every self assessment comes with Lifetime Updates and Lifetime Free Updated Books. Lifetime Updates is an industry-first feature which allows you to receive verified self assessment updates, ensuring you always have the most accurate information at your fingertips.

Gain an understanding of the financial challenges facing businesses today -- and the best solutions -- with the book written specifically for intermediate or advanced corporate finance studies: INTERMEDIATE FINANCIAL MANAGEMENT, 14E. Written by leading finance authors Gene Brigham and Phillip Daves, this reader-friendly presentation blends in-depth discussions of core financial management issues with the most current coverage of topics reshaping finance today, including the unfolding impact of the global pandemic and the consequences of the 2017 Tax Cuts and Jobs Act. This comprehensive edition balances theory with practical application, using corporate valuation as a unifying theme to emphasize the theoretic groundwork for value maximization. Integrated, extensive Excel tools and spreadsheet models work with recent examples, mini-cases and exercises to illustrate how financial theory in practice leads to stronger financial decisions, now and throughout your career. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

A practical approach to business transformation Fit for Growth* is a unique approach to business transformation that explicitly connects growth strategy with cost management and organization restructuring. Drawing on 70-plus years of strategy consulting experience and in-depth research, the experts at PwC's Strategy& lay out a winning framework that helps CEOs and senior executives transform their organizations for sustainable, profitable growth. This approach gives structure to strategy while promoting lasting change. Examples from Strategy&'s hundreds of clients illustrate successful transformation on the ground, and illuminate how senior and middle managers are able to take ownership and even thrive during difficult periods of transition. Throughout the Fit for Growth process, the focus is on maintaining consistent high-value performance while enabling fundamental change. Strategy& has helped major clients around the globe achieve significant and sustained results with its research-backed approach to restructuring and cost reduction. This book provides practical guidance for leveraging that expertise to make the choices that allow companies to: Achieve growth while reducing costs Manage transformation and transition productively Create lasting competitive advantage Deliver reliable, high-value performance Sustainable success is founded on efficiency and high performance. Companies are always looking to do more with less, but their efforts often work against them in the long run. Total business transformation requires total buy-in, and it entails a series of decisions that must not be made lightly. The Fit for Growth approach provides a clear strategy and practical framework for growth-oriented change, with expert guidance on getting it right. *Fit for Growth is a registered service mark of PwC Strategy& Inc. in the United States

Organizations today are more widely distributed than ever before, which can make systems management tasks, such as distributing software, patches, and security policies, extremely challenging. The IBM® Tivoli® Endpoint Manager platform is architected for today's highly diverse, distributed, and complex IT environments. It provides real-time visibility and control through a single infrastructure, single agent, and single console for systems lifecycle management, endpoint protection, and security configuration and vulnerability management. This platform enables organizations to securely manage their global IT infrastructures faster and more accurately, resulting in improved governance, control, visibility, and business agility. Plus, it gives organizations the ability to handle tomorrow's unforeseen challenges. In this IBM Redbooks® publication, we provide IT security professionals with a better understanding around the challenging topic of endpoint management in the IT security domain. We focus on IBM Tivoli Endpoint Manager for Security and Compliance and describe the product architecture and provide a hands-on design guide for deploying the solution. This book is a valuable resource for security professionals and architects who want to understand and implement a centralized endpoint management infrastructure and endpoint protection to better handle security and compliance challenges.

Today's companies don't need better managers. They need better value creators--individuals who understand not only the organizational process but the organizational dynamics that ensure continuing profits for a company and its shareholders. In this book, respected business educator Anjan Thakor presents managers with a pragmatic guide to creating value and boosting the success of their companies...while enhancing their own careers. Creating value is about more than making money in the short term. It's about incorporating the efforts of every employee into a business strategy that will support performance and profits over the long haul. It requires each member of a team to take ownership of the organizational assets he or she manages and translate organizational strategy into a personal plan of action. In separate chapters, Thakor gives individual managers of marketing, manufacturing, human resources, and finance specific guidelines for drafting that plan and overcoming the forces that can sabotage value. Using examples from all four of those business areas, as well as insights from leading value-creating companies, he presents five secrets that anyone can use to become a better value creator. The University of Michigan Business School Management Series is dedicated to providing managers with the practical tools they need to build their companies and their careers. Becoming a Better

Value Creator tackles one of the biggest issues managers face today. By learning to recognize the factors critical to the ongoing success of their organizations, managers can go beyond maximizing short-term profits to serve the long-term interest of all the company's stakeholders while ensuring their own personal and professional fulfillment.

Economic Value Added (EVA) and Value Based Management (VBM) are today's hottest management buzzwords. But written information has often been biased and clouded by the authors' hidden agendas. EVA and Value-Based Management is the first book to unflinchingly discuss the pros and cons of EVA and VBM. Covering both implementation and conceptual issues, with a strong emphasis on performance measurement, value drivers, and management compensation, it allows readers to come to their own informed conclusions.

"This is a terrific book and the best I have read on the subject. Scott covers the economics and management issues in professional services with great authority and insight." Peter Doyle, Professor of Marketing, Warwick Business School

"What I find generally so praiseworthy is the balance of theory and practical application that runs throughout the book.

Clearly, Mark Scott is someone well versed in the whole range of management sciences, yet able to ground this perspective in the world of real experience. This book accomplishes this in a natural, coherent and very readable way."

John Zweig, CEO Specialist Communications Businesses, WPP Group USA Inc. Spanning a diverse range of activities from accountancy to marketing communications, the professional services industry now accounts for up to 17% of employment in the Western economies and had worldwide revenues in 1999 of around \$800 billion. It is continuing to experience one of the most spectacular growth rates of any Western-dominated industry and is progressively cornering an ever larger share of industrial value added. Yet, it remains one of the most unanalysed and undocumented areas of business activity. It has been subjected to little scrutiny and received minimal attention from the capital markets. This book aims to change all that! The Professional Services Firm is intended for three key audiences: * managers and owners of professional services firms who want to understand the strategic options they face and how to improve their financial performance. * investors who want to understand how they can exploit the largely untapped and misunderstood opportunity the industry holds. * managers in industrial and service sectors who want to understand how to emulate the two critical skills mastered by PSFs - hiring, developing and retaining the best intellectual talent available and exploiting collective knowledge to achieve differentiation and to-die-for margins. This seminal book provides not only the first real insight into the structure, strategy and economics of this huge and prosperous industry but also an excellent guide to understanding the challenges and opportunities it faces. Mark C. Scott's analysis of the professional services industry is an indispensable guide for anyone involved in these types of companies wishing to maximize performance and profitability.

The number one guide to corporate valuation is back and better than ever Thoroughly revised and expanded to reflect business conditions in today's volatile global economy, Valuation, Fifth Edition continues the tradition of its bestselling predecessors by providing up-to-date insights and practical advice on how to create, manage, and measure the value of an organization. Along with all new case studies that illustrate how valuation techniques and principles are applied in real-world situations, this comprehensive guide has been updated to reflect new developments in corporate finance, changes in accounting rules, and an enhanced global perspective. Valuation, Fifth Edition is filled with expert guidance that managers at all levels, investors, and students can use to enhance their understanding of this important discipline. Contains strategies for multi-business valuation and valuation for corporate restructuring, mergers, and acquisitions Addresses how you can interpret the results of a valuation in light of a company's competitive situation Also available: a book plus CD-ROM package (978-0-470-42469-8) as well as a stand-alone CD-ROM (978-0-470-42457-7) containing an interactive valuation DCF model Valuation, Fifth Edition stands alone in this field with its reputation of quality and consistency. If you want to hone your valuation skills today and improve them for years to come, look no further than this book.

This book is written for those who are new to Business Continuity Management (BCM) and also as a reference for practitioners, who are assigned to initiate the BC Planning (BCP) project in their organization using the ISO22301 Standard for Business Continuity Management System (BCMS). It applies the author's experiences in getting several clients' organizations to successfully achieve their ISO22301 BCMS certification. This book is also for seasoned BCM professional to guide you through the BCM implementation process.

Facilities Management (FM) and Corporate Real Estate Management (CREM) are two closely related and relatively new management disciplines with developing international professions and increasing academic attention. Both disciplines have from the outset a strong focus on controlling and reducing cost for real estate, facilities and related services. In recent years there has been a change towards putting more focus on how FM/CREM can add value to the organisation. This book is driven by the need to develop a widely accepted and easily applicable conceptual framework of adding value by FM and CREM. It presents the state of the art of theoretical knowledge and empirical evidence about the impact of buildings and facilities on 12 value parameters and how to manage and measure these values. The findings are connected to a new Value Adding Management model. The book is research based with a focus on guidance to practice. It offers a transdisciplinary approach, integrating academic knowledge from a variety of different fields with practical experience. It also includes 12 interviews with practitioners, shedding light as to how they manage adding value in practice. This is a much needed resource for practitioners, researchers and teachers from the field of FM and CREM, as well as students at both undergraduate and postgraduate level.

Mark C. Scott value drivers How does my company actually work? How do I become a better manager? How can I fit these pieces together to get ahead? The Manager's Guide to Driving Corporate Value Creation These questions are answered in this book. Mark Scott has created an easy-to-understand visual framework and the practical tools that will enhance any manager's performance. He teaches you how to recognize what your own organization does well and what

it does badly. The tools provided will help you make crucial improvements in your own area of responsibility within your organization. "In a decade where most management books wax lyrical on consulting fads for the boardroom, it focuses on the solid, unglamorous but essential ground of helping managers and employees diagnose performance and take action for themselves." Martin Sorrell, Chief Executive Officer, WPP Group PLC "Effective strategy is something that is lived everyday by managers at the coal face through a continual process of analysis, learning, refinement and application. This book is a useful primer for time-pressed managers who want to know how to add value to their companies' strategies." Professor John Quelch, Dean, London Business School "Our business is founded on smart, independent thinking professionals helping clients solve complex problems. Any book that can give people better tools to understand these problems is useful. Unlike many I read, this is a useful book." Terence M. Graunke, Chairman, Lighthouse Holdings Inc

QFINANCE: The Ultimate Resource (5th edition) is the first-step reference for the finance professional or student of finance. Its coverage and author quality reflect a fine blend of practitioner and academic expertise, whilst providing the reader with a thorough education in the many facets of finance.

In this substantially revised and updated edition of his 1986 business classic, *Creating Shareholder Value*, Alfred Rappaport provides managers and investors with the practical tools needed to generate superior returns. The ultimate test of corporate strategy, the only reliable measure, is whether it creates economic value for shareholders. After a decade of downsizings frequently blamed on shareholder value decision making, this book presents a new and in-depth assessment of the rationale for shareholder value. Further, Rappaport presents provocative new insights on shareholder value applications to: (1) business planning, (2) performance evaluation, (3) executive compensation, (4) mergers and acquisitions, (5) interpreting stock market signals, and (6) organizational implementation. Readers will be particularly interested in Rappaport's answers to three management performance evaluation questions: (1) What is the most appropriate measure of performance? (2) What is the most appropriate target level of performance? and (3) How should rewards be linked to performance? The recent acquisition of Duracell International by Gillette is analyzed in detail, enabling the reader to understand the critical information needed when assessing the risks and rewards of a merger from both sides of the negotiating table. The shareholder value approach presented here has been widely embraced by publicly traded as well as privately held companies worldwide. Brilliant and incisive, this is the one book that should be required reading for managers and investors who want to stay on the cutting edge of success in a highly competitive global economy.

Get the business results you want by creating and executing a solid plan! One simple thing usually makes the difference between business success and failure: a well-laid plan. Whether you want to enact a long-term strategic initiative or set short-term revenue targets, *Manager's Guide to Business Planning* provides the tools and techniques for developing a workable plan everyone will support. You'll learn how to: Measure success Prioritize initiatives Run business reviews Create a budget Engage employees There's no reason to experience false starts, waste money, or dissatisfy customers in your business endeavors. *Manager's Guide to Business Planning* has tried-and-true methods that can be applied to any situation.

The thrust of this second edition of *Strategic Financial Management* book is on discussing the eight levers of value creation reflected in what the author calls the 'Value Octagon,' comprising strategy and business model; capital allocation; strategic financing decisions ; organizational architecture; cost management; corporate risk management; mergers, acquisitions and restructuring; and corporate governance. Salient Features: Enthused by the response to the first edition, the following has been added: • Appendix 4A: Competing with Ordinary Resources • Section 5.12: Five Principles of Capital Allocation • Section 5.13: Personality Traits and Capital Management • Appendix 6D: Magic of Securitization • Appendix 7A: Time to Dump Traditional Budgeting • Appendix 9C: A Practical Guide to Risk Management • Appendix 10C: Negotiation Ranges and Exchange Ratios • Appendix 10E: The 'India Way' of Managing Overseas Acquisitions • Appendix 10F: Archetypes for Value Creation • Section 11.12: Integrity • Section 11.13: Governance of Financial Institutions • Appendix 11B: How the Audit Committee Can Add Value • Appendix 11C: Seven Deadly Sins of Financial Reporting • Appendix 12A: EVA Momentum Chapter 13 titled "Stellar Value Creators" has been updated and augmented with new sections on The Outsiders and Sustained Business Success. With these additions and updating the book represents an improvement over its earlier edition.

In many FMCG companies, the challenges for the sales function are to develop effective sales strategies and to deliver excellent sales operations in order to support the achievement of business targets. The purpose of this book is to provide a practical guide to sales management through the analysis of its key components: route to market, sales strategy, key performance indicators, organizational models, sales force management, customer business planning, order to cash, and sales and operations planning. For each of these topics, the content of this book is a balance of theory, practical tips, and useful tools, keeping in mind not only the "what," but also the "how" of the implementation. The reader will learn how to map sales channels, assess a customer base, design a sales strategy, build a sales scorecard, and organize a sales team's frontline and back office. The book also covers how to structure trade category plans, customer business plans, and customer negotiation plans and how to optimize the sales team's contribution to the company's key fundamental processes. It concludes with an overview of the future challenges of sales management.

This book provides much-needed guidance in making sound business decisions for the business leader or decision maker, especially investment appraisal practitioners such as strategic planners, business analysts, financial partners, and supply chain experts. By "supply chain", the authors mean the network of retailers, distributors, transporters, storage facilities and suppliers that participate in the sale, delivery and production of a particular product. The book begins with an introduction to the concept of decision making under uncertainty and the forces driving the business. A gap in the current

knowledge is then discovered as it arises from an analysis of the profitability indicators that are currently being used. With hands-on experience in decision making within the supply chain environment, and coupled with leading-edge mathematical and business formulations, the authors propose how to enrich quantitative and qualitative decision-making measures. This further leads to a decision-making framework and process, supported by a ready-to-use tool (PADOVA). Focus on the financial concepts, skills, and technological applications that are critical for you in today's workplace with Ehrhardt/Brigham's *CORPORATE FINANCE: A FOCUSED APPROACH 6E*. With its relevant and engaging presentation and numerous examples, you will learn the latest financial developments as you also learn how to maximize a firm's value in today's changing business environment. You will master the features and functions of spreadsheets by using chapter Excel Tool Kits, Build a Model problems, and Mini Cases that encourage "what-if" analysis on a real-time basis. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Provides step-by-step guidance on implementing and using a value-based management system within the government. Countless books on proposed management practices have been written and published over the past century. Some of these have focused on specific management practices for government. In more recent decades, the topics of strategic planning, performance management, cost management and risk management have been extensively covered. However, little has been offered as an approach to integrate these and numerous other management methods and practices in a manner that maximizes the delivery of value to the organization's key stakeholders. A general management framework is presented in this book in a manner particularly applicable to government organizations. *Value-Based Management in Government* introduces a new, integrating framework for management practices that optimizes the balancing of results sought; resources supplied and allocated; and risks accepted. These considerations are all balanced for the purpose of delivering maximum stakeholder value. The book offers guidance on how strategic planning, performance management, cost/resource management, and risk management must all be integrated as part of a portfolio management framework across the organization. The book also discusses the role of information technology (IT) in providing data for insights and decision-making, and the importance of organizational change management to implement the needed organizational and behavioral changes. Beginning by explaining the concept of Value-Based Management for the public sector and government, the text goes on to explore topics such as the evolutionary stages of maturity of management accounting, the benefit of attributes (e.g., value-add versus nonvalue-add) in cost data, predictive planning with expense projections, risk management, and various performance measurements (e.g., key performance indicators [KPIs]). This authoritative book: Discusses a framework for balancing and integrating cost, performance, and risk Explains IT systems integration issues related to activity-based cost management (ABC/M) Addresses why some ABC/M implementation projects fail to meet expectations Describes how quality management efforts can be measured in financial terms Explores the wider uses of predictive accounting (e.g., driver-based budgeting, what-if scenario analysis) Provides organizational change management insights and recommendations needed to achieve the required changes in management decision-making. *Value-Based Management in Government* is an important source of information for leaders, executives, managers, and employee teams working within or with government organizations.

The best tools and insights to successfully navigate the novel challenges of the digital workplace. How can technology and analytics help companies manage people? Why do teams working remotely still need leaders? When should organizations use digital assessment tools for gauging talent and potential? This book from MIT Sloan Management Review answers questions managers are only beginning to ask, presenting insights and stories from organizations navigating the novel challenges of the digital workplace. Experts from business and academia describe what's worked, what's failed, and what they've learned in the new world of work, looking at strategies that organizations use to help managers and employees adapt to the fast-changing digital environment.

Praise for VALUE MAPS "Equivocator, Explorer, Experimenter, Exploiter, Extender—Chapter 12 might be well served as mandatory reading for all subject matter experts! SPARC is not a valuation, per se, but rather a separate consulting engagement that might interest a client—especially if that client is preparing for a sale or planning an exit strategy. Miller has taken the good ideas from five disciplines and married them with value enhancement, creating what could become a very good 'add-on' consulting engagement. NACVA recommends, and looks forward to, further dialogue related to this new approach. This book will open your eyes to new opportunities." —Parnell Black, MBA, CPA, CVA, Chief Executive Officer, National Association of Certified Valuation Analysts (NACVA) "No one illuminates the murky intersection where business strategy and private company value creation meet better than Warren Miller. Now he's focused his extensive professional training and real-world experience to produce this intellectually rich, yet down-to-earth and fun-to-read road map we can all use. Business owners and leaders, financial analysts, management consultants, wealth managers, CPAs, business brokers, private equity investors, business appraisers—no one should plan to increase the value of an enterprise without Value Maps in their passenger seat." —David Foster, CEO, Business Valuation Resources "Private-equity analysts do not often come across scholarly and technical professional reading laced with laugh-out-loud moments! Yet this is exactly what one finds in Value Maps. Warren Miller's advice stems from his career as a finance executive, a CPA, a valuation analyst, and a 'recovering academic.' With pitch-perfect balance, Warren has created both a must-have professional reference guide and a best-practices road map designed to enhance the profitability of your client's business and your own—all in a very readable style with just a 'spoon-full of sugar.' Enjoy the read!" —Gary M. Karlitz, ASA, CPA, Partner-in-Charge, Valuation Services, Forensic Services, and Forensic Accounting, Citrin Cooperman & Company, LLP "Extremely readable, with numerous real-world examples—valuation specialists who don't read this book will soon be looking for a new profession. Miller takes the term 'valuation' to new levels, suggesting that appraisers can indeed add real value to their clients' businesses. Clients should demand that a valuation professional read this book before he or she will be hired." —Alfred M. King, Vice Chairman, Marshall & Stevens, Inc.

Named one of the best strategy books of 2021 by *strategy+business* Get to better, more effective strategy. In nearly every business segment and corner of the world economy, the most successful companies dramatically outperform their rivals. What is their secret? In *Better, Simpler Strategy*, Harvard Business School professor Felix Oberholzer-Gee shows how these companies achieve more by doing less. At a time when rapid technological change and global competition conspire to upend traditional ways of doing business, these companies pursue radically simplified strategies. At a time when many managers struggle not to drown in vast seas of projects and initiatives, these businesses follow simple rules that help them select the few ideas that truly make a difference. *Better, Simpler Strategy* provides readers with a simple tool, the value stick, which every organization can use to make its strategy more effective and easier to execute. Based on proven financial mechanics, the value stick helps executives decide where to focus their attention and how to deepen the competitive advantage of their business. How does the value stick work? It provides a way of measuring the two fundamental forces that lead to value creation and increased financial success—the customer's willingness-to-pay and the employee's willingness-to-sell their services to the business. Companies that win, Oberholzer-Gee shows, create value for customers by raising their willingness-to-pay, and they provide value for talent by lowering their willingness-to-sell. The approach, proven in practice, is entirely data driven and uniquely suited to be cascaded throughout the organization. With many useful visuals and examples across industries and geographies, *Better, Simpler Strategy* explains how these two key measures enable firms to gauge and improve their strategies and operations. Based on the author's sought-after strategy course, this book is your must-have guide for making better strategic decisions.

Published on behalf of the Chartered Institute of Building and endorsed by a range of construction industry institutes, this book explains the underlying concepts of value and risk, and how they relate to one another. It describes the different issues to be addressed in a variety of

circumstances and at all stages of a project's life and reviews a number of commonly used and effective techniques, showing how these may be adapted to suit individuals' styles and circumstances. * Published on behalf of the Chartered Institute of Building with cross-industry institutional support * Combines value and risk management which are often considered, wrongly, in isolation * Makes a complicated subject accessible to a wide audience of construction practitioners * Features checklists and proformas to aid implementation of best practice * Author has extensive practical experience of the subject

Get a 360-degree view of digital project management. Learn proven best practices from case studies and real-world scenarios. A variety of project management tools, templates, models, and frameworks are covered. This book provides an in-depth view of digital project management from initiation to execution to monitoring and maintenance. Covering end-to-end topics from pre-sales to post-production, the book explores project management from various dimensions. Each core concept is complemented by case studies and real-world scenarios. The Complete Guide to Digital Project Management provides valuable tools for your use such as: Frameworks: governance, quality, knowledge transfer, root cause analysis, digital product evaluation, digital consulting, estimation Templates: estimation, staffing, resource induction, RACI Models: governance, estimation, pricing, digital maturity continuous execution, earned value management and effort forecast Metrics: project management, quality What You'll Learn Study best practices and failure scenarios in digital projects, including common challenges, recurring problem themes, and leading indicators of project failures Explore an in-depth discussion of topics related to project quality and project governance Understand Agile and Scrum practices for Agile execution See how to apply Quality Management in digital projects, including a quality strategy, a quality framework, achieving quality in various project phases, and quality best practices Be able to use proven metrics and KPIs to track, monitor, and measure project performance Discover upcoming trends and innovations in digital project management Read more than 20 real-world scenarios in digital project management with proven best practices to handle the scenarios, and a chapter on a digital transformation case study Who This Book Is For Software project managers, software program managers, account managers, software architects, lead developers, and digital enthusiasts

In *Beyond Performance Management*, Jeremy Hope and Steve Player offer answers, critically reviewing forty well-known management tools and practices--from mission statements, balanced scorecards, and rolling forecasts to key performance indicators, Six Sigma, and performance appraisals. Hope and Player help you select the right frameworks and approaches based on your organization's needs, then offer guidance on implementing each one and extracting its maximum value. For each of the forty tools and practices they review, the authors explain: the nature and effectiveness of the tool or practice, its potential to improve your company's performance; the actions required to maximize the tool's potential, and resources you can use to dig deeper into each practice. With its rigorous analysis and solid, practical advice, *Beyond Performance Management* helps tune out the background noise about performance management tools so you can select the ones your company actually needs.

The ultimate guide to spearheading a mobile learning program! Covers everything from the basics to working with developers and gaining stakeholder support *Manager's Guide to Mobile Learning* offers managers an overview of how to create, implement, and successfully use mobile learning platforms. Written specifically for today's busy manager, Briefcase Books feature eye-catching icons, checklists, and sidebars to guide managers step by step through everyday workplace situations. Proven tactics for creating, implementing, and successfully using mobile learning platforms Clear definitions of key management terms and concepts Practical advice for minimizing the possibility of error Examples of successful management Specific planning procedures, tactics, and hands-on techniques Brenda J. Enders is a consultant, trainer, public speaker, and author in the field of mobile learning. She is the President and Chief Learning Strategist of Enders Consulting, LLC, a St. Louis, Missouri based company.

WINNER: CILIP's Knowledge and Information Management Award 2019 - Information Resources Print Category The way an organization manages and disseminates its knowledge is key to informed business decision-making, effectiveness and competitive edge. The *Knowledge Manager's Handbook* takes you step by step through the processes needed to define and embed an effective knowledge management framework within an organization. This second edition now includes clear guidance on the best practice requirements from the first ever internationally recognised standard for knowledge management, ISO 30401:2018, as well as content on the impact of AI and data analytics. Nick Milton and Patrick Lambe work through each stage of creating and implementing a knowledge management framework for an organization's specific needs, based around the four essential aspects of knowledge management: people, processes, technologies and governance. With updated international case studies from organizations of all sizes and sectors, along with user-friendly templates and checklists to help implement effective knowledge management procedures, *The Knowledge Manager's Handbook* is the end-to-end guide to making a sustainable change in the knowledge management culture.

This book presents an integrated value philosophy, methodology and tool kit for improving project delivery for clients, based on best practice. It combines the theory and practice of value management and is written in such a way that the theory, methodology, workshop styles, tools and techniques can be read independently if the reader wishes.

This text provides a presentation of how to use financial information to manage costs. It explains how the financial processes of an organization are interrelated, and interprets these processes in the context of the firm's strategic objectives and long-term goals. *Strategic Performance Management* brings together the fields of strategic management, strategic management accounting and organizational behaviour, to analyse and improve the link between organizational strategy, systems of planning and control, and performance-driven behaviour. By assessing market conditions and customer expectations, and linking them to a solid operating plan, an organization can focus its resources on activities that produce the greatest return on investment. *Strategic Performance Management* teaches readers, whether business students or executives, how to avoid errors and counter ineffectiveness; it provides methods and techniques to implement strategic performance management and support organizations in their pursuit of more performance-driven behaviour and better performance. New to this edition: - New introductory chapter defining strategic performance management, its processes and its benefits - Revised chapter considering ICT architecture for strategic performance management systems - Revised and improved coverage of performance pay, strategic action plans, and barriers for implementing strategic performance management - Updated and revised case studies *Strategic Performance Management* is an ideal text for students on MBA programmes, or covering strategic performance management or management control on specialist postgraduate courses or final year undergraduate modules. It will also appeal to business executives keen to build a more successful, and more profitable, organization.

The discipline of technology management focuses on the scientific, engineering, and management issues related to the commercial introduction of new technologies. Although more than thirty U.S. universities offer PhD programs in the subject, there has never been a single comprehensive resource dedicated to technology management. "The Handbook of Technology Management" fills that gap with coverage of all the core topics and applications in the field. Edited by the renowned Doctor Hossein Bidgoli, the three volumes here include all the basics for students, educators, and practitioners

The business benefits of lower energy consumption are clear: lower energy costs, energy tax avoidance, selling excess CO2 credits, immediately adding savings to the bottom line and improved competitiveness. However, with a need to focus on day to day business management activities, implementing energy reduction programmes stretches the capabilities and know-how of responsible managers. Kit Oung's *Energy Management in Business* is an expert's guide to energy reduction. It covers four important aspects of managing energy: strategy for successful implementation, available tools and techniques, generating sustainable quick wins and active management

involvement. This book offers distilled practical concepts with real life case studies chosen to build insight, and illustrate how managers and engineers can relate to a broad range of energy reduction opportunities. We take energy for granted, like the air we breathe. We need to engage employees with energy management in two ways. In a more general sense, for those using energy for normal working practices, awareness and behaviour change are key. For those with more direct influence over energy using systems, engagement is also fundamental. Energy Management in Business places the process firmly in the context of commercial and industrial business practice. The book is an excellent companion for any organisation seeking ISO 50001 certification and a reduced energy consumption, as well as those that simply wish to better understand the options, strategies and risks that every business now faces.

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