

## Case Study Coupa

Presents roadmap to implementing next level supply management practices and strategies. This title outlines the critical success factors for leading your company to the next level in procurement practices and performance and provides a transformation model to improve bottom-line results.

Know how your company can accelerate growth by not only tapping into new growth vectors, but also by adapting its organization, culture, and processes. To oversee growth from an idea to a company with billions in revenue, CEOs must reinvent many aspects of their company in anticipation of it reaching ever-higher revenues. Author Peter Cohan takes you through the four stages of scaling: winning the first customers, building a scalable business model, sprinting to liquidity, and running the marathon. What You'll Learn Discover how founders keep their CEO positions by managing the organizational change needed to reach the next stage of scaling Read case studies that illustrate how CEOs craft growth strategies, raise capital, create culture, build their organizations, set goals, and manage processes to achieve them Discover principles of successful scaling through comparisons of successful and less successful companies Use the Scaling Quotient to assess your startup's readiness to grow Follow a road map for turning your idea into a company that can change the world Who This Book Is For Entrepreneurs, aspiring CEOs, capital providers, and all other key stakeholders

Electronic Commerce 2018A Managerial and Social Networks PerspectiveSpringer

This new Edition of Electronic Commerce is a complete update of the leading graduate level/advanced undergraduate level textbook on the subject. Electronic commerce (EC) describes the manner in which transactions take place over electronic networks, mostly the Internet. It is the process of electronically buying and selling goods, services, and information. Certain EC applications, such as buying and selling stocks and airline tickets online, are reaching maturity, some even exceeding non-Internet trades. However, EC is not just about buying and selling; it also is about electronically communicating, collaborating, and discovering information. It is about e-learning, e-government, social networks, and much more. EC is having an impact on a significant portion of the world, affecting businesses, professions, trade, and of course, people. The most important developments in EC since 2014 are the continuous phenomenal growth of social networks, especially Facebook , LinkedIn and Instagram, and the trend toward conducting EC with mobile devices. Other major developments are the expansion of EC globally, especially in China where you can find the world's largest EC company. Much attention is lately being given to smart commerce and the use of AI-based analytics and big data to enhance the field. Finally, some emerging EC business models are changing industries (e.g., the shared economy models of Uber and Airbnb). The 2018 (9th) edition, brings forth the latest trends in e-commerce, including smart commerce, social commerce, social collaboration, shared economy, innovations, and mobility.

Turquoise Eyes started off the groundbreaking new genre developed by FIRMSconsulting that combines compelling narrative while teaching problem solving and critical thinking skills. Set after a bank begins implementing a new retail banking strategy, we follow Teresa García Ramírez de Arroyo, a director general in the Mexican government, who has received some disturbing news. A whistleblower has emailed Teresa with troubling news about a mistake in the loan default calculations and reserve ratios. The numbers do not add up. The book loosely uses the logic and financial analyses in A Typical McKinsey Engagement, >270 videos: <https://www.strategytraining.com/market-entry-strategy-program> Our business books are different. Most people learn business because they are forced to, for their careers or to earn a larger salary. Most business books are, consequently, boring and dense. They have little incentive to be interesting because they have a captive market. Many avoid a business career because the books are presented as a hurdle to be overcome. We wondered what would happen if we made business books interesting, so people chose to read them? Would we draw more people into business? Would we generate more enthusiasm and excitement for business at a younger age? This book teaches advanced business concepts through a compelling storyline. This new genre of our books is written not only for people already interested in business but also for people who may not realize they have an interest or talent for business. Clients always request gift ideas for their children, spouses, friends, and families to get them interested in business and critical thinking. In part, this is our response to those requests. We want you to learn advanced critical thinking without realizing you are learning. We hope you will enjoy it, too. We believe the more people who find business interesting and choose to learn business, the better it is for everyone. Businesses will have a larger pool of employees from whom to select and more of the right people will be choosing the discipline to improve humanity versus simply to make more money. Imagine the advantage your children will have if they learned critical thinking in high school, or even before high school? Imagine if you had that advantage? Imagine if you had learned strategy alongside science and math in high school? The possibilities would be endless. It all starts with the right books. And it's never too late to start. If learning is engaging, it will stop being a chore. RESERVE YOUR SPOT FOR FREE EPISODES FROM EX-MCK ET AL. PARTNERS AT [FIRMSCONSULTING.COM/PROMO FREE EPISODE FROM THIS BOOKS COMPANION COURSE AT FIRMSCONSULTING.COM/SAAMC](https://www.firmsconsulting.com/promo-free-episode-from-this-books-companion-course-at-firmsconsulting.com/saamc)

Molecular docking has always been and will be on the forefront of developments in the eminent field of drug design and medicinal chemistry. At the early days, drug discovery was based on blackboard drawings and expert intuition. However, as times move on, the amount of available information and overall knowledge base that needs to be analyzed cannot be processed manually. This, coupled by the rapid growth in computational infrastructure and processing power, has allowed for the efficient use of molecular docking tools and algorithms to be considered in the greater field of drug discovery. In the postgenomic era, molecular docking has become the key player for the screening of hundreds of thousands of compounds against a repertoire of pharmacological targets.

The Book of Gladness (ca. 1380) contains one of the most powerful, original, and influential pro-feminine voices of the late Middle Ages. In a spirited riposte to the misogynist tradition, Le

Fèvre (with the help of Gladness, his lady-persona) boldly reinterprets the Bible while questioning ancient authorities in the light of “true” experience, especially his own. Despite its foundational importance, this work has never been translated into English. The present prose translation is lively and accessible, yet thoroughly grounded in scholarship. An Introduction explains the textual challenges hindering the full recognition of this classic up to now and elucidates its contribution to the medieval debate on the nature and status of women and marriage. Also included is the first-ever English translation and discussion of a newly discovered scribal interpolation on Christine de Pizan in a manuscript of Jehan Le Fèvre’s Lamentations. The bibliography provides the first complete list of manuscripts containing the French Lamentations and Le Livre de Leesce.

Learn, develop, test and document powerful yet simple RAML API specifications using MuleSoft API Designer and API Toolkit. **KEY FEATURES** • Explore concept of API and its significance in enterprise applications • Design your own API using Mulesoft Anypoint Platform • Exciting coverage on how API works in Enterprise Applications • Live demonstration on how to build and integrate API with end-to-end implementation and working codes **DESCRIPTION** Hands-on MuleSoft Anypoint platform book directs you step-by-step in designing API, its Implementation, and how to integrate smartly with other applications. This book is enriched with lots of interactive screenshots and working source codes. Throughout this book, you will learn key industry insights on System Integration, API Led Connectivity, Centre for Enablement, and RAML. This book will talk about how to use publicly available free mock REST APIs and how to call and test them from RESTful clients like Postman. You can also see some of the commercially available license-based APIs. Equipped with exercises, you will practice developing your own RESTful API specification along with how to add, retrieve, update, and delete data for your business use. You will be using the MuleSoft Anypoint Platform Designer for designing and simulating your RAML API design specifications. At the end of the book, you will be summarizing your learnings with an end-to-end implementation demonstration on the API design and its implementation. **WHAT YOU WILL LEARN** • Know-how of public APIs, commercial APIs, and cloud-based SaaS APIs • Role of Mulesoft in SaaS applications • You learn to design and test the API development and implementation • You get handy with all the features and mechanism of Mulesoft Anypoint Platform • Get a clear vision of what is Enterprise Integration and what are all the opportunities coming up in near future. **WHO THIS BOOK IS FOR** This book is for fresher, IT employees with less or no programming background such as Business Analysts, Quality Engineers, HR, Technical persons who are looking for a change in technology area if they are working in outdated technologies. **TABLE OF CONTENTS** 1. MuleSoft Fundamentals 2. MuleSoft Internals 3. MuleSoft Salient features 4. From ESB to API Led Connectivity 5. Cloud based SaaS Applications and MuleSoft Connectors 6. REST, SOAP, Postman and Anypoint Studio 7. Start RAML 8. RAML in detail 9. RAML Project

Australia’s experience in community-based environmental repair is unique in the world, with no shortage of analysis by bureaucrats, academics and environmentalists. This collection of 17 case studies gives a view from ground level. It includes heroic accounts of families who changed their way of farming and their relationship to the land so significantly they found they could stop hand-feeding stock during a drought and see the bush coming back. It describes the experience with ‘bush tenders’, which were oversubscribed, as farmers competed with each other for stewardship payments to manage their grazing lands for endangered ground-nesting birds as well as beef and wool. And it tells of a group of wheat growers who plant patches of grassland for beneficial insects that save them tens of thousands of dollars a year in pesticide bills. The case studies arose from a meeting of 250 farmers, foresters and fishers from all Australian states, who met in Launceston as guests of the community group Tamar Natural Resource Management to reflect on the question: ‘Is it possible to be good environmental managers and prosper in our businesses?’ As well as tales of environmental hope, there are also messages about the limits of duty of care, the need to share the costs of achieving society’s expectations, and the possibility of learning from unlikely places. **Biodiversity: Integrating Conservation and Production** includes the seven ‘Tamar Principles’, distilled by the delegates from the meeting for those on the front line.

Farmers have developed a range of agricultural practices to sustainably use and maintain a wide diversity of crop species in many parts of the world. This book documents good practices innovated by farmers and collects key reviews on good practices from global experts, not only from the case study countries but also from Brazil, China and other parts of Asia and Latin America. A good practice for diversity is defined as a system, organization or process that, over time and space, maintains, enhances and creates crop genetic diversity, and ensures its availability to and from farmers and other users. Drawing on experiences from a UNEP-GEF project on "Conservation and Sustainable Use of Wild and Cultivated Tropical Fruit Tree Diversity for Promoting Livelihoods, Food Security and Ecosystem Services", with case studies from India, Indonesia, Malaysia and Thailand, the authors show how methods for identifying good practices are still evolving and challenges in scaling-up remain. They identify key principles effective as a strategy for mainstreaming good practice into development efforts. Few books draw principles and lessons learned from good practices. This book fills this gap by combining good practices from the research project on tropical fruit trees with chapters from external experts to broaden its scope and relevance.

From small start-ups to major corporations, companies of all sizes have embraced cloud computing for the scalability, reliability, and cost benefits it can provide. It has even been said that cloud computing may have a greater effect on our lives than the PC and dot-com revolutions combined. Filled with comparative charts and decision trees, **Impleme**

This book responds to the increasing speed with which the domain of electronic procurement has been evolving, as well to the significant advances predicted to take place in the near future. Covering the fundamentals of electronic procurement as well as advanced applications, the main focus is on the critical importance of information technology for modern supply management professionals. Tracing the evolution of electronic procurement over the last 20 years, the book illustrates how the concept has evolved from a novel idea into a standard approach that cannot be neglected, fundamentally transforming business as usual. The transformation is highlighted by the evolution of online reverse auctions, as well as the ensuing expansion of technology to virtually all aspects of strategic sourcing in the form of integrated electronic sourcing suites. Several advances and new applications of electronic procurement are presented, with an emphasis on how social media can be leveraged for supply management and its associated significant potential.

In Mavis’s dystopian world, starvation, sacrifice and poverty haunt a country trying to recover from The Great Patriotic War. Protected by a peacekeeping force, the nation struggles to coax profits out of a sprawling industrial complex to pay wartime reparations. In this world, the future of every citizen is decided on their sixteenth birthday during a single exam, The Selection. They either join Defense, Productivity or Leadership. Mavis is assigned to a chemical plant to solve a productivity paradox and struggles with her colleagues as they race to meet the reparations deadline. Thrown into her new role, with little support, Mavis assembles a team and tries to understand why productivity is dropping. Mavis must figure out who her friends are, and how does Truman, a soldier who seems interested in her, fit into her life. Yet Mavis is burdened by having to leave her ill little sister behind. As Mavis investigates the problem, she discovers a conspiracy that threatens the nation just as unexplained sightings spike in

the surrounding forest. This young adult (YA) dystopian novel combines the teaching of science, critical thinking and problem-solving skills with wrenching decisions, betrayal, heartbreak, love and the bond between two sisters that will change the future of mankind. Q&A with Author Kris Safarova Q: Why did you write this book? Safarova: I write what I know and what I wish people had written for me when I was starting out in life. The way strategy consultants solve problems is very different. Yet, this skill is not widely taught. Imagine if we taught these skills to everyone and at an earlier age? I know more people will find these topics interesting and learn these skills if I could find a way to weave them into an engaging story. Q: What do you hope the books achieve? Safarova: I want to get more people interested in business and teach them to solve problems in a better way. Readers who don't have an interest in critical thinking, problem solving, and business may realize they learned a lot, and also enjoyed the journey. And readers who are intentionally building these skills will find this series helped them become better at solving problems. Q: What inspired the story? Safarova: I lived in the former USSR and I adapted events from my own life. When I was 3 my parents were evicted on a less than 12 hours notice, in the middle of Russian winter. I remember lifting my legs high enough to make each step because the snow was so deep that night, as we tried to find a place to stay. That is the first memory I have of physically suffering. Mavis's cappuccino scene is based on my own experience. I was 21 when I first tasted cappuccino and I was blown away by how tasty it was. At the time I barely had money to pay rent, so I was skipping lunch and dinner on most days. Leaving my 12-year old sister in Russia was one of the hardest things I ever had to do. Yet, it was the right thing because I am now fortunately able to help my family. My little sister and I now work together and I could not be prouder of her. The bond between Mavis and Corolla is autobiographical. Q: Was the strong female characters and themes of class segregation and climate change intentional? Safarova: I wrote what I knew, and it was easier to channel my emotions and ideas through the eyes of a sixteen-year-old girl because I had been one. Strip away the dystopian elements and everything in the story is happening today. Q: What's next for Mavis? Safarova: The story of Mavis and her sister, Corolla, will continue. I am working on a prequel to explain the events that led to The Great Patriotic War. Societies change slowly and we reach a tipping point. I want to explore that while retaining the books' focus on teaching critical thinking and problem-solving skills in an entertaining way.

Do you have less than 1.5 hours to understand the principles and best practices of developing a private equity investment strategy? Do you want to make informed decisions as a leader? This quick guide is for leaders who are pressed for time and need to know the contours of the right approach to make informed decisions, ask the right questions, understand how to analyze the problem and how to provide guidance and input to their teams. We lay out the business case to encourage target companies to agree to the deal and lead indicators for when a potential target acquisition should be approached. The investment thesis is a guide serving four stakeholders. First, it describes the thinking of the principals who are proposing the investment strategy. In other words, why do they believe this investment strategy will work, and how it will work. Second, it is used within the private equity firm to question the strategy. The more unique the strategy, relative to what competitors are pursuing, the more discussions are needed. Third, it becomes the critical document to raise investment funding and help investors understand the risk tolerance and risk appetite of the fund, as well as their potential exit timelines. Fourth, it is also often used to educate and encourage potential acquisition targets to agree to the deal. Over the past 10 years on StrategyTraining.com and FIRMSconsulting.com, you have seen us help numerous clients solve complex business problems: developing a big data strategy, a corporate strategy, a digital & IT strategy, a pandemic & disaster strategy, a luxury brands strategy, a turnaround & transformation strategy, and more—all based on the combined best practices of the author and the ex-McKinsey, BCG et al., partners who produce all the strategy training programs on StrategyTraining.com. Our quick guides distill the steps, actions, processes and considerations that go into developing a unique investment thesis to drive a private equity strategy. You will understand the logic behind the investment thesis, potential pitfalls and how we use it to filter potential acquisitions. You will understand the output that comes from all the hypotheses, decision trees, and prioritizing tools we teach across all our programs, summarizing the best practices from ex-McKinsey, BCG et al. partners to help you solve mankind's most pressing problems. While we can't guarantee the results for each reader, those who have read our books and members who use our online training programs on StrategyTraining.com/apps and SLIDES report: Greater recognition More leadership roles Greater contribution Quicker onboarding Deeper understanding of the issues Strategy perspective of the issues Deeper insights Rapid promotions Sense of purpose Clarity of thought If you find this quick guide helpful, you may also benefit from The Private Equity Strategy Journal. The Private Equity Strategy Journal and The Private Equity Strategy Quick Guide are complementary. They both contain useful and different information to explain the problem. The quick guide is for leaders who want to understand the problem to guide their teams. The Journal is for those who want to do the work to solve the problem.

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