Guide Building Your Business Case Ebook Calla

The Definitive Guide is a practical guide to the real world of Business Cases. Its focus are the necessities of building actual Business Cases, yet without cutting short on the theoretical background as far as it is needed. The described Business Case methodology is beneficial for case builders and decision-makers and assumes no prior background in finance or business planning. For more than 15 years, Solution Matrix has helped thousands of business professionals in organizations like BMW, Cisco Systems Inc., Ericsson, SAP, and Siemens to understand the essentials of a Business Case and deliver Business Case results that score high in credibility, accuracy, and practical value. This book enables you to profit from their experience and specific Business Case method to get your budget approved. The Definitive Guide has various advantages: - 30 Case Studies from 10 different industries are enclosed - The comprehensible method is applicable to any project - A free 140 Days Trial Version of Crystal Ball(c) Oracle worth $360 is included - You can start building your Business Case immediately, while reading the book - It is an introduction for Business Case beginners and a handbook for those more experienced in building Business Cases After having read the book you will know: - the essentials of a strong Business Case - how to prepare a Business Case scientifically - how to calculate the Return on Investment (ROI) and other financial metrics - how to measure even soft benefits of your project in monetary terms - how to validate your results statistically - how to present the Business Case convincingly to the decision-makers Content: By offering an easy example of an actual Business Case throughout, the book ensures that all parts of the method are understood profoundly. The book covers the entire process of building a solid Business Case step by step. Part I - Influence Matrix: A tool for reducing the project's complexity while grasping the most important components of the entire project in respect to the outcome which is to be measured: How to capture any complex project completely and yet structured enough so that the entire Business Case is valid, verifiable, and convincing. Part II - Financial Model: The "core" of the Business Case is about more than just filling in the right numbers. How to build a structured financial model based on the Influence Matrix? How to structure it? Which data to use? From whom is data to be obtained in which form? How to fill it into the financial model? Part III - Risk- and Sensitivity Analysis: Validating the numbers statistically is the key to a sound Business Case. Basic statistical knowledge that is necessary for building and interpreting a solid Business Case is given. What is the difference between risk and sensitivity analysis? How to run a risk and sensitivity analysis? How to interpret it? The appendix includes a library of 30 Influence Matrices from 10 different industries. They offer direct practical guidance to similar projects you might be working on. The 140 day trial version of Crystal Ball(c) Oracle which is needed for a substantial risk and sensitivity analysis allows you to complete your solid Business Case right away. An extensive index makes this book not only a practical handbook for Business Case beginners but also for those who are already very experienced and wish to use it for checking specific details only. Our companion publication, Building Return on Investment (ROI) and Business Case Analysis Video Training on DVD, provides a practical, step by step DVD training for Business Case builders and their organizations

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

The Social Media Strategy Framework presented in this book offers a unique and comprehensive end-to-end approach. It takes a company from the point of understanding the value of social media for business to the point of implementing a solution that meets its business needs. The Framework is distinguished by several elements: It focuses on building a sustainable use for social media along the business value chain. It aligns with company strategic objectives and business context. It identifies key elements to create a strong foundation for social media use in the company. It separates internal and external social media uses. It is NOT a technology implementation. Additionally, the case studies presented in this book and on the corresponding website highlight successful social media implementation in business by companies in Europe.

Learn what it takes to build a great business with this digital collection curated by Harvard Business Review; it contains everything you need to know about entrepreneurship, from leadership traits and a willingness to fail to financial intelligence and tips for building a business case. Includes Financial Intelligence for Entrepreneurs; Fail Better; Heart, Smarts Guts, and Luck; Entrepreneur's Toolkit; HBR on Entrepreneurship; HBR Guide to Building Your Business Case; HBR Guide to Negotiating; How I Did It; and the Harvard Business Review articles "Five Stages of Small Business Growth," and "Why Entrepreneurs Don't Scale."

ESCAPE THE RAT RACE NOW! What if there was a way that you could earn up to $10,000 or even more with just your computer alone? Would you be eager to take up on such an opportunity? Would you be willing to invest the time, commitment and dedication needed to start something from scratch and see it all the way through? Do you believe you have what it takes to become the business owner you've always wanted to be? That's the promise that awaits you with the dropshipping business model. In most cases, if something sounds too good to be true, it probably is. But that's not the case this time, not with dropshipping: it's all thanks to how easy the internet has made for anyone with a dream to start a business of their own. Dropshipping is a retail fulfillment business model that has exploded over the internet in the past few years. Why? Because of the many benefits that this business model brings. You don't need a lot of business background to get going. You just need to be willing to learn as you go, along with having a strong enough willpower to never give up, no matter what challenges and setbacks you may face. Oh, yes, the dropshipping business model may be one of the easiest business models out there to start, but there's still going to be a lot to learn. In "Dropshipping: The Ultimate Step by Step Guide to Build Your E-Commerce Business and Start Making Money Online", you're going to learn: Just how much easier entrepreneurship has become, thanks to dropshipping Who stands to benefit the most from this business model and why The pros, the cons, and everything else you need to know about this business What the crucial first few steps are to starting your business off on the right foo The secret to find the best suppliers for your business How to deal with frauds Why it's so important to find a niche to focus on What the best approach to scale up your business is What to do when there are orders you can't fulfill And much more.... Building the business of your dreams is just the beginning. What it takes to keep that business going is what you'll be learning right here. One day, what may have started as a small dropshipping business could turn into something more but, before that can happen, this is where you first step needs to be. Welcome, to the world of dropshipping! Find out how to get started today: scroll to the top of the page and select the *BUY NOW* button!

"You've got a great idea that will increase revenue or productivity--but how do you get approval to make it happen? By building a business case that clearly shows its value. Maybe you struggle to win support for projects because you're not sure what kind of data your stakeholders will trust, or naysayers always seem to shoot your ideas down at the last minute. Or perhaps you're intimidated by analysis and number crunching, so you just take a stab at estimating costs and benefits, with little confidence in your accuracy. To get any idea off the ground at your company you'll have to make a strong case for it. This guide gives you the tools to do that"--

Creating Winning Business Plans was designed to accelerate and increase the likelihood of success of entrepreneurs in writing and delivering winning plans to investors and other important constituents. Demystifying the arduous process of writing a business plan, this resource guide simplifies the process in a number of easy steps. Each step is clearly explained with examples and narrative to coach the entrepreneur through the choppy waters of development of a compelling storyline that inspires action, raises money and builds confidence in the management team and plan. From start to finish, this resource guide will assist you in navigating the business plan process while building your business case and model for success. From idea to commercialization, this book will guide you through the process every step of the way.

Recommended by CIO Magazine as one of 12 books "Worth Reading" in 2013. Bronze Medal winner - 2014 Axiom Business Book Awards Kirkus Book Reviews writes, "Maholic lays out the best way to analyze large scale IT projects. ... this helpful tool will increase readers' confidence and competence in building business cases." Business Cases that Mean Business steps through the process of identifying, calculating and communicating the value of your upcoming capital project. The book achieves this using the easy-to-follow H.E.A.R. method, which guides you through the creation of a sound hypothesis, the process of gathering the right evidence from the right people, techniques for analyzing and organizing that evidence, and guidance in packaging your recommendation into a credible, compelling business case. Business Cases that Mean Business is much more than a theoretical approach to business cases. Mr. Maholic brings his years of experience as a CIO and IT strategist in a manner that highlights practical methods for developing and presenting a successful business case. In the book you'll find examples from real business cases and, maybe most beneficial, you'll learn why certain business case approaches succeed and why other ones fail. Topics such as negotiating the value of benefits, classifying benefits in understandable terms to gain easier approval and a solid, tested checklist for successful business cases makes the book the complete business case primer. To ensure that readers are equipped to identify and quantify the value of certain benefits, a rich Appendix is included which shows, step-by-step, how to compute common financial benefits for revenue growth, expense control and working capital optimization. If you need to prepare and present a sound business case to an executive audience, this book is for you.

Companies are increasingly recognising the benefits of adopting a more customer-focused approach to their business. Furthermore, the availability of new technology is enabling organisations to communicate more effectively with their customers and develop a better understanding of their needs. Improving your customer knowledge and meeting their expectations can help to generate increased profits. This new Cranfield School of Management Research Report is the most comprehensive survey available on CRM and provides a guide to best practice using case study material from around the world. Senior managers can use this report to review their own CRM strategy or to implement a new one. Contents include: The emergence of CRM The marketing perspective and the IT perspective Customer service, satisfaction, retention and profitability Implementing CRM and ROI on CRM systems Business Intelligence and data warehousing E-Business applications Call centres

The one primer you need to develop your managerial and leadership skills. Whether you're a new manager or looking to have more influence in your current management role, the challenges you face come in all shapes and sizes—a direct report's anxious questions, your boss's last-minute assignment of an important presentation, or a blank business case staring you in the face. To reach your full potential in these situations, you need to master a new set of business and personal skills. Packed with step-by-step advice and wisdom from Harvard Business Review's management archive, the HBR Manager's Handbook provides best practices on topics from understanding key financial statements and the fundamentals of strategy to emotional intelligence and building your employees' trust. The book's brief sections allow you to home in quickly on the solutions you need right away—or take a deeper dive if you need more context. Keep this comprehensive guide with you throughout your career and be a more impactful leader in your organization. In the HBR Manager's Handbook you'll find: - Step-by-step guidance through common managerial tasks - Short sections and chapters that you can turn to quickly as a need arises - Self-assessments throughout - Exercises and templates to help you practice and apply the concepts in the book - Concise explanations of the latest research and thinking on important management skills from Harvard Business Review experts such as Dan Goleman, Clayton Christensen, John Kotter, and Michael Porter - Real-life stories from working managers - Recaps and action items at the end of each chapter that allow you to reinforce or review the ideas quickly The skills covered in the book include: - Transitioning into a leadership role - Building trust and credibility - Developing emotional intelligence - Becoming a person of influence - Developing yourself as a leader - Giving effective feedback - Leading teams - Fostering creativity - Mastering the basics of strategy - Learning to use financial tools - Developing a business case HBR Handbooks provide ambitious professionals with the frameworks, advice, and tools they need to excel in their careers. With step-by-step guidance, time-honed best practices, real-life stories, and concise explanations of research published in Harvard Business Review, each comprehensive volume helps you to stand out from the pack--whatever your role.

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.

Papers to success is your step-by-step guide on how to write five essential types of business documents. It is a must-have for entrepreneurs, corporate executives, and business students. Business writing should be easy and profitable. Let this eBook be your pen.

SAP HANA is the SAP product for in-memory computing. It streamlines transactions, analytics, planning, and data processing on a single in-memory database allowing businesses to operate

in real-time. Over the course of the last few years, the authors have led many diverse SAP HANA projects with extraordinary success resulting in 10,000, or in some cases even 100,000, times improvement of system performance. In this book, the authors share their findings from SAP HANA projects to help ensure the success of your SAP HANA project. The SAP HANA project guide will also help you identify suitable scenarios for your company to get started with in-memory computing, while sketching out a long term plan to provide innovation to your entire business using SAP HANA. We'll cover the following key topics: - Delivering innovation with SAP HANA - Creating a business case for SAP HANA - Thinking in-memory - Managing SAP HANA projects

Take the stress out of giving feedback. To help your employees meet their goals and fulfill their potential, you need to provide them with regular feedback. But the prospect of sharing potentially negative news can be overwhelming. How do you construct your message so that it's not only well received but also expressed in a way that encourages change? Whether you're commending exemplary work or addressing problem behavior, the HBR Guide to Delivering Effective Feedback provides you with practical advice and tips to transform any performance discussion—from weekly check-ins to annual reviews—into an opportunity for growth and development. You'll learn to: Establish trust with your direct reports Assess their performance fairly Emphasize improvement, even in criticism React calmly to a defensive feedback recipient Recognize and motivate star performers Create individualized development plans Arm yourself with the advice you need to succeed on the job, from a source you trust. Packed with how-to essentials from leading experts, the HBR Guides provide smart answers to your most pressing work challenges.

This 16-volume, specially priced boxed set makes a perfect gift for aspiring leaders looking for trusted advice on such diverse topics as data analytics, negotiating, business writing, and coaching. This set includes Persuasive Presentations, Better Business Writing, Finance Basics, Data Analytics, Building Your Business Case, Making Every Meeting Matter, Project Management, Emotional Intelligence, Getting the Right Work Done, Negotiating, Leading Teams, Coaching Employees, Performance Management, Delivering Effective Feedback, Dealing with Conflict, and Managing Up and Across. Arm yourself with the advice you need to succeed on the job, from 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 Also available as an ebook set.

Make every minute count. Your calendar is full, and yet your meetings don't always seem to advance your work. Problems often arise with unrealistic or vague agendas, off-track conversations, tuned-out participants who don't know why they're there, and follow-up notes that no one reads—or acts on. Meetings can feel like a waste of time. But when you invest a little energy in preparing yourself and your participants, you'll stay focused, solve problems, gain consensus, and leave each meeting ready to take action. With input from over 20 experts combined with useful checklists, sample agendas, and follow-up memos, the HBR Guide to Making Every Meeting Matter will teach you how to: Set and communicate your meeting's purpose Invite the right people Prepare an achievable agenda Moderate a lively conversation Regain control of a wayward meeting Ensure follow-through without babysitting or haranguing Arm yourself with the advice you need to succeed on the job, from a source you trust. Packed with how-to essentials from leading experts, the HBR Guides provide smart answers to your most pressing work challenges.

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For more than 20 years, Network World has been the premier provider of information, intelligence and insight for network and IT executives responsible for the digital nervous systems of large organizations. Readers are responsible for designing, implementing and managing the voice, data and video systems their companies use to support everything from business critical applications to employee collaboration and electronic commerce.

Hailed on first publication as a compendium of foundational principles and cutting-edge research, The Human-Computer Interaction Handbook has become the gold standard reference in this field. Derived from select chapters of this groundbreaking resource, Human-Computer Interaction: The Development Practice addresses requirements specification, design and development, and testing and evaluation activities. It also covers task analysis, contextual design, personas, scenario-based design, participatory design, and a variety of evaluation techniques including usability testing, inspection-based and model-based evaluation, and survey design. The book includes contributions from eminent researchers and professionals from around the world who, under the guidance of editors Andrew Sear and Julie Jacko, explore visionary perspectives and developments that fundamentally transform the discipline and its practice.

A must-have resource for anyone preparing for the version 2.0 of the CBAP exam As organizations look to streamline their production models, the need for qualified and certified business analysts is growing. The Certified Business Analyst Professional (CBAP) certification is the only certification for this growing field and this study guide is an essential step towards preparation for the CBAP exam. With this resource, you?ll benefit from coverage of both the CBAP as well as the CCBA (Certification in Competency in Business Analysis) exam. Each chapter covers the Business Analysis standards and best practices and includes a list of exam topics covered, followed by in-depth discusses of those objectives. Real-world, hands-on scenarios help take the learning process a step further. Covers Version 2 of the Business Analyst Body of Knowledge (BABOK) Offers invaluable preparation for both the CBAP and CCBA exams Includes a list of exam topics and presents detailed discussions of each objective Features real-world scenarios, best practices, key terms, and a wide range of helpful topics that will prepare you for taking the exams Shares practice exam questions, topic summaries, and exam tips and tricks, all aimed at providing a solid foundation for achieving exam success This valuable study guide provides you with the preparation you need to confidently take the CBAP and CCBA exams.

Explains the function of a business plan, demonstrates how to create one for new companies such as non-profit organizations, and shows how to prepare a marketing plan, financial documents, and tax information.

The one primer you need to develop your managerial and leadership skills. Whether you're a new manager or looking to have more influence in your current management role, the challenges you face come in all shapes and sizes—a direct report's anxious questions, your boss's last-minute assignment of an important presentation, or a blank business case staring you in the face. To reach your full potential in these situations, you need to master a new set of business and personal skills. Packed with step-by-step advice and wisdom from Harvard Business Review's management archive, the HBR Manager's Handbook provides best practices on topics from understanding key financial statements and the fundamentals of

strategy to emotional intelligence and building your employees' trust. The book's brief sections allow you to home in quickly on the solutions you need right away—or take a deeper dive if you need more context. Keep this comprehensive guide with you throughout your career and be a more impactful leader in your organization. In the HBR Manager's Handbook you'll find: - Step-by-step guidance through common managerial tasks - Short sections and chapters that you can turn to quickly as a need arises - Self-assessments throughout - Exercises and templates to help you practice and apply the concepts in the book - Concise explanations of the latest research and thinking on important management skills from Harvard Business Review experts such as Dan Goleman, Clayton Christensen, John Kotter, and Michael Porter - Real-life stories from working managers - Recaps and action items at the end of each chapter that allow you to reinforce or review the ideas quickly The skills covered in the book include: - Transitioning into a leadership role - Building trust and credibility - Developing emotional intelligence - Becoming a person of influence - Developing yourself as a leader - Giving effective feedback - Leading teams - Fostering creativity - Mastering the basics of strategy - Learning to use financial tools - Developing a business case

Exporting is a fantastic way for companies of all sizes to grow their business, and with many governments offering extensive support for their exporters, there has never been a better time to start. Building Your Business Through Export is an indispensible handbook for new and established exporters. In this thorough but accessible guide, John Westwood explains how to navigate the risks, build an understanding of potential target markets and make the most of the services many governments make available to their exporters as you develop and implement your export strategy. Including a range of international case examples, complete sample export and export marketing plans and supported by online checklists and country mini-profiles, this book offers essential advice on choosing and using agents and distributors, pricing, sales promotion, payment methods for export sales and ensuring your company website is ready for international customers.

This Harvard Business Review digital collection will give you the confidence and tools you need to write and speak successfully. It includes the HBR Guide to Persuasive Presentations, by presentation expert Nancy Duarte; the HBR Guide to Better Business Writing, by writing expert Bryan A. Garner; the HBR Guide to Negotiating, by negotiation expert Jeff Weiss; Failure to Communicate, by consultant and coach Holly Weeks; as well as HBR's 10 Must Reads on Communication, Giving Effective Feedback, Running Meetings, How to Run a Meeting, and Managing Difficult Interactions.

Get Started Now. Take Action. Staying ahead of change in the world, your organization, and your profession requires action. You learned a lot to launch your organization's talent development effort. As you position it for the future, what you need to know grows exponentially. As futurist Ray Kurzweil once said, "If I take 30 steps linearly, I get to 30. If I take 30 steps exponentially, I get to a billion." How do you prepare for exponential growth? In ATD's Action Guide to Talent Development: A Practical Approach to Building Organizational Success, industry expert and bestselling author Elaine Biech lays out the steps you can take. The companion volume to ATD's Foundations of Talent Development: Launching, Leveraging, and Leading Your Organization's TD Effort, this book follows an eight-step framework for defining your organization's learning foundation through preparing for the future. You are your organization's trusted advisor, and Biech offers practical questions, organizational assessments, and tips for each step you must guide your organization through. She also presents the newest thinking from university educators and researchers that organizational experts have relied on for years, as well as from industry practitioners and luminaries in leadership and development. Open this book to any page. Jump in where you think it will be most beneficial to you or your organization. Whether you work inside a company or as an external consultant, whether you work for a large organization or a small one, whether you are

launching your first talent development effort or fine-tuning a function that's been in action for decades—you are sure to find valuable concepts, designs, and ideas. Get started now. Take action. Table of Contents: I. Identify and Clarify the Organization's Learning Foundation 1. Your Organization's Learning Culture 2. Leaders Champion Learning 3. Employees Value Lifelong Learning 4. Everyone has a Learning Mindset 5. Clarifying Your Organization's Readiness II. Develop a Talent Development Strategy 6. Build a Business Case for Learning 7. Enhance Your Organizational and Industry Savvy 8. Expand Talent Development's Role 9. Partner with Business to Become Trusted Advisors III. Create an Operating Plan: 10. Align TD to the Organization's Needs 11. Manage the TD Function Like a Business 12. Balance Services and Budget 13. Leverage Technology for Learning IV. Reinforce an Organizational Talent Development Mindset 14. Evolving Your Organization's Learning Culture 15. How Your Organization Learns to Perform 16. Managers Develop their Employees 17. Employees are Accountable for Their Development 18. Talent Development Professionals are Consultants V. Design and Deliver Learning 19. Stay on the Cutting Edge of Contemporary Design and Delivery 20. Select the Most Effective Formal Learning 21. Support Learning from Others 22. Encourage Learning On-the-Job 23. Explore Other Services Provided by TD Professionals VI. Fortify the Learning 24. Empower Employees to Learn 25. Enable Social Learning 26. Coach Managers 27. Foster Persistent Self-Learning 28. Develop Your TD Staff VII. Define and Measure the Impact 29. Demonstrate Organizational Impact of TD 30. Identify Evaluation Methods 31. Start a Meaningful Evaluation Process 32. Plan for the Future of Evaluation VIII. Prepare for the Future 33. The Workplace of the Future 34. The Workforce of the Future 35. Talent Development Future Trends 36. Guiding Your Organization's Future Appendix A. Worksheets and Checklists Appendix B Contributor Bios References Author Bio Index
HBR Guide to Building Your Business CaseHarvard Business Press
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A brand new collection of state-of-the-art guides to more effective supply chain management… 4 pioneering books, now in a convenient e-format, at a great price! 4 up-to-the-minute books help you build and optimize agile, flexible, efficient global supply chains — in the face of any

challenge! As a supply chain or operations professional, you face unprecedented challenges in delivering the agile, resilient, efficient supply chain your company needs. This indispensable 4-book package gives you unprecedented resources, best practices, tools, and case studies for managing each of these challenges. Global Macrotrends and Their Impact on Supply Chain Management shows how to manage supply and demand in the face of massively disruptive emerging societal, technological, geopolitical, and environmental macro trends. You'll find a complete decision framework and practical tools, insights, and guidance for systematically mitigating new risks and building long-term competitive advantage. Step by step, you'll walk through assessing and responding to population growth, migration, urbanization; socioeconomic change, global connectivity, environmental issues, geopolitics, growing scarcity, transportation congestion, aging infrastructure, and more. Next, Supply Chain Network Design helps you use strategic network design techniques to drive dramatic new savings throughout your supply chain. The authors, who are experts at IBM and Northwestern University, combine rigorous principles and practical applications, helping you optimize the right number, location, territory, and size of warehouses, plants, and production lines; and optimize product flow through even the most complex global supply chains. They help you manage tradeoffs such as cost vs. service level, improve operational decision-making through analytics; and re-optimize regularly for even greater savings. Then, Demand and Supply Integration shows how to implement world-class demand forecasting management, and effectively integrate it into comprehensive Demand and Supply Integration (DSI) processes. You'll learn how to recognize failures of demand/supply integration, approach Demand Forecasting as a management process, and choose and apply the best forecasting techniques. You'll discover how to thoroughly reflect market intelligence in forecasts; measure forecasting performance; implement advanced demand forecasting systems; manage Demand Reviews, and more. Finally, The Supply Chain Management Casebook brings together 30 up-to-date, focused case studies illuminating every aspect of modern supply chain management — from procurement to warehousing, strategy to risk management, IT to supplier selection and ethics. Contributors present key challenges in industries ranging from pharmaceuticals to fashion, and preview issues ranging from the "limits of lean" to the potential of 3-D printing. Both qualitative and quantitative cases are included; quantitative cases are supported by completed numerical solutions, and, where applicable, associated spreadsheets. From supply chain experts Chad W. Autry, Thomas J. Goldsby, John E. Bell, Michael Watson, Sara Lewis, Peter Cacioppi, Jay Jayaraman, Mark A. Moon, and Chuck Munson

Robotics Process Automation (RPA) is one of the most sought after and yet misunderstood process automation tools on the market today. Often sold by vendors as an Artificial Intelligence (AI) tool, the truth about what RPA actually is, how it works and how to deploy it is treated as insider knowledge requiring costly consulting engagements to get up to speed. This concise book presents the reality of RPA from the perspective of a seasoned business practitioner. You will learn about what RPA is, why it is not AI, RPA's architecture, how to identify valuable RPA use-cases, the vendor landscape, common billing models, how to select a vendor, how to build an RPA team and ethical considerations for your workforce.

Step-by-step guide to using QlikView and Qlik Sense to unlock the meaning in your data QlikView Your Business shows you how to build dynamic, best-of-breed data visualizations using the QlikView toolset. This full-color, step-by-step guide walks you through the basics of using the tools, then dives deep to provide

expert advice on complex implementation techniques and solutions. Coverage includes both QlikView and Qlik Sense, with a focus on the process of developing analytic applications, with scripting and visualization techniques for analyzing sales, profitability, and inventory. You will learn how to analyze your data, determine the appropriate solution, define the data model, and develop the load script and user interface for a complete analytic solution implemented in QlikView, Qlik Sense, or both. The companion website provides sample data sets, scripts, and visualizations that support chapter examples. Data visualization helps unlock the stories within the data, making it easier to see and make sense of complex data points. Many visualization tools are complex and require advanced training, but QlikView's toolset was specifically designed for speed and ease of use. This book gets you up and running quickly, using QlikView and Qlik Sense to deliver timely and relevant results. Develop solutions to analyze sales, profitability, and inventory Understand the business scenarios relevant to each solution Organize and manage QlikView implementation projects Learn best practices for deploying QlikView in the enterprise This book goes beyond the basics to illustrate little-known features and techniques for getting the most out of the toolset, supporting the needs of the business analysts who use it, as well as the developers who support it. QlikView Your Business is your essential guide to better data analysis.

Are you looking for an alternative to a career path at a big firm? Does founding your own start-up seem too risky? There is a radical third path open to you: You can buy a small business and run it as CEO. Purchasing a small company offers significant financial rewards—as well as personal and professional fulfillment. Leading a firm means you can be your own boss, put your executive skills to work, fashion a company environment that meets your own needs, and profit directly from your success. But finding the right business to buy and closing the deal isn't always easy. In the HBR Guide to Buying a Small Business, Harvard Business School professors Richard Ruback and Royce Yudkoff help you: Determine if this path is right for you Raise capital for your acquisition Find and evaluate the right prospects Avoid the pitfalls that could derail your search Understand why a "dull" business might be the best investment Negotiate a potential deal with the seller Avoid deals that fall through at the last minute Don't squander your most valuable resource! Collectively, your workers are your company's most important and most valuable asset. To make the most of this asset, nothing beats quantitative performance and investment measurement. Learning and Development is an 80 billion-dollar industry, and every valuable employee represents a sizable investment on the part of your company. To keep your business moving forward, effective management of human capital is crucial. It generates plenty of data, and deep analysis of this data helps you provide feedback and make adjustments to capitalize on the combined knowledge, skills, and creativity of your workers. Developing Human Capital: Using Analytics to Plan and Optimize Your Learning and Development Investments provides a

guidebook for collecting, organizing, and analyzing the data surrounding human capital so you can make the most of your employees' potential. Use predictive analysis to optimize human capital investments Learn effective study design and alignment Get the tools you need for measurement, surveys, and analysis Decide what to measure and how to measure it Outline your company's current and future analytics technology needs Map data sources, and overcome barriers to data collection Authors Gene Pease, Bonnie Beresford, and Lew Walker provide case studies in which major companies applied human capital analytics to guide people decisions, and expand upon the role of analytics in Learning and Development. Developing Human Capital: Using Analytics to Plan and Optimize Your Learning and Development Investments is an essential guide to 21st century human resources and management practices, and can keep you from squandering your company's most valuable resource.

Dysfunctional teams are maddeningyet are a reality of organizational life. How often have you sat in team meetings complaining to yourself, What a colossal waste of time. Why does it take forever for this group to make a simple decision? What are we even trying to achieve here?" But as the team leader, you have the power to change things for the better. It's up to you to get people to work well together and produce results. How do you avoid the pitfalls you've experienced so painfully in the past? Team expert Mary Shapiro offers step-by-step advice, drawing on time-tested principles, practical exercises, guidelines for structured team conversations, and examples from a range of industries and organizational settings.

Forget about the hard bargain. Whether you're discussing the terms of a high-stakes deal, forming a key partnership, asking for a raise, or planning a family event, negotiating can be stressful. One person makes a demand, the other concedes a point. In the end, you settle on a subpar solution in the middle—if you come to any agreement at all. But these discussions don't need to be win-or-lose situations. Written by negotiation expert Jeff Weiss, the HBR Guide to Negotiating provides a disciplined approach to finding a solution that works for everyone involved. Using a seven-part framework, this book delivers tips and advice to move you from a game of concessions and compromises to one of collaboration and creativity, resulting in better outcomes and better working relationships. You'll learn how to: Prepare for your conversation Understand everyone's interests Craft the right message Work with multiple parties Disarm aggressive negotiators Choose the best solution

The challenges of today's new work-from-home environment have transformed the role of employers from mere beneficiaries of workforce health to essential partners in supporting employees' total wellbeing. It's Personal: The Business Case for Caring serves as a strategic and tactical guide for company leaders who want to embrace this transformational change, improve employee engagement, and drive business results. Inspirational, practical, and timely, It's Personal is backed up by data, real-world experience, and testimonials from business

leaders at innovative employers such as Aetna and Southwest Airlines. The book offers groundbreaking insights into critically important issues such as: • The Human Connection Movement™ in the workplace, which is fueled by a growing desire among employees to feel more connected to one another and as a result, better connected to their jobs • How employee needs and expectations are changing, and what employers can do to meet these new needs • Why now is the time to take a fresh look at the employer/employee relationship • The costs of not caring: understanding the direct connection between employee wellbeing and engagement and a company's bottom line • Leadership's role in not only culture change but in improving the life and work experiences of employees • The unique and unmanageable burden being placed on women and working mothers in the workforce • How to develop a corporate wellbeing plan with limited resources It's Personal is written by Lorna Borenstein, founder and CEO of Grokker – the on-demand wellbeing engagement solution for global enterprises such as CVSHealth, Target, and eBay. The book can be used by leaders to justify why creating a caring environment is a vital corporate strategy, not just because it's the right thing to do but because it's the smart thing to do.
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