



MARKETING HIGH TECHNOLOGY SERVICES

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Successful Marketing Strategy for High-tech Firms Eric Viardot, 2004 Annotation This revised edition of the

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during the time they were depending were ordered to be kept secret and respecting which the injunction of secrecy was afterwards taken off by the order of the House

Managing Complexity in High Technology Organizations Mary Ann Young Von Glinow, Susan Albers Mohrman, 1990 High technology which accounts for a rapidly growing section of the global workforce presents a different set of management problems than have usually been encountered by traditional industry In this book Von Glinow Mohrman and their expert contributors discuss the reasons for this difference and define new organizational forms for global high technology management Propounding a revolutionary approach to high technology management issues they explore management teams high velocity environments and high technology marketing as well as human resource considerations including team interdependence compensation and culture clash

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