The 3 C's of Management

Constructive conflict

invites diverse perspectives into the decision-making process and stimulates creative problemsolving.

The 3 C's of Management

Consideration

of all stakeholders' viewpoints in the decision-making process fosters commitment and follow-through.

Closure

ensures stakeholders are aligned on what constitutes a project as "done" and whether it was a success.



Management Essentials

Johnny Allen, Robert Harris, Leo Jago

Management Essentials:

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Festival & Special Event Management, Essentials Edition Johnny Allen, Robert Harris, Leo

Jago, 2022-05-23 Allen's Festival and Special Event Management Essentials Edition serves as a concise yet comprehensive step by step handbook for modern event management This Essentials edition gives students contemporary lessons and insights that they can relate to It brings theory to life through copious practical examples illustrative diagrams and unique case studies demonstrating best practices and pitfalls Industry experts from across APAC s event planning sector have contributed content to key contemporary topics including sustainability risk management project management and strategic alignment to client goals This edition also features Wiley's Future Student Guide a unique tool which provides expert and practical advice on career preparedness making for more future ready graduates Sales Management Essentials You **Always Wanted To Know** Vishal Desai, 2022-04-08 Do you want to know about various sales promotion tools to maximize sales revenue in your organization Are you looking for ways to handle conflict situations in sales management Do you want to know why sales force management is so important Sales Management Essentials You Always Wanted To Know is a ready reckoner on sales management fundamentals and their practical applications Sales Management Essentials contains everything you need to know about Sales Management In this book you will learn why and how sales and marketing are different and the wide range of sales channels you can use to sell your products If you ve been focused on only selling your product and not your product concept this book will teach you how Yes there s a difference If you want to conduct sales promotions and need effective sales promotion techniques this book will provide what you require This book will help you to Understand all aspects of sales management functions Learn how to manage the sales channels and sales force Discover the relationship between sales and marketing Study various selling tools sales techniques and sales strategies Explore various sales promotion activities to increase sales Learn channel conflict management and resolution skills The book is an ideal pick for young managers entrepreneurs and graduate students who wish to acquaint themselves with all the aspects of sales management It is also an excellent teaching aid for the academic fraternity and industry professionals About the Series Sales Management Essentials is part of the Self Learning Management Series that is designed to help students professionals and entrepreneurs learn essential management lessons This series of books is written by industry experts who have combined their vast work experiences into relevant concise and practical handbooks that appeal to learners from all spheres of life

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