

DECISION SHEET: CASE STUDY ON AL-AIN EYE CENTRE: SALES FORCE EVALUATION DILEMMA

CASE SUMMARY: Encounter with Union: Mir, a salesperson at Al-Ain, faces hostility from a union group at a Sukkur bus stop for not adhering to their rules, resulting in a violent confrontation. Police Involvement: Mir reports the incident to the police, leading to the temporary arrest and subsequent release of the union members. Company Response: Al-Ain's management decides to avoid Sukkur for three months due to safety concerns. Sales Success Amid Turmoil: Despite the conflict, Sukkur achieves high sales, potentially leading to rewards for the sales team. Internal Dispute: Mir clashes with another salesperson, Shah, over performance incentives and union activities. Management Intervention: The company's director intervenes to address conflicts within the team, revealing unethical behaviour by another colleague, Adil.

PROTAGONIST: Dr. Faheem Solangi

DECISION DILEMMA: How to effectively manage conflicts within the sales team, notably between Mir and Shah, while addressing tensions with the FMSRA union and maintaining sales performance and company culture?

PROBLEM STATEMENT: Resolve conflicts within the Al-Ain sales team and address tensions with the FMSRA union while safeguarding sales performance and organizational culture.

EVALUATION CRITERIA:

1. Conflict Resolution Effectiveness:

This means how well we can solve the fights and arguments that are happening.

We want to make sure everyone is happy and the problems don't happen again.

2. Employee Satisfaction and Morale:

We want to know if the people who work here are happy and feel good about their job.

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Encyclopedia of World Problems and Human Potential Union of International Associations,1994 The destruction of wildlife habitats organized crime AIDS illiteracy acid rain these are among the 130 000 topics documented and discussed in the new edition of the Encyclopedia But its truly unique goal is to present this complex set of issues in ways that facilitate an organized response To this end the book also focuses on the complex relationship between problems and society s own ideological relationship with these problems How do human priorities and perceptions aggravate or enable problems What are the established and alternative responses The Encyclopedia contains over 158 000 cross references between entries an extensive 91 000 practical key term index bibliographies and full cross referencing to the Yearbook of International Organizations For anyone concerned with the world community here are the means to explore and participate in today s most crucial endeavors Volume 2 Human Potential Transformation and Values contains 7 700 entries reflecting a spectrum of problem solving approaches based on such human development issues as self learning creativity and modes of awareness The volume also focuses on specific religious beliefs value systems and thought patterns *Contemporary Ergonomics 2003* Paul T. McCabe,2002-06-01 The broad and developing scope of ergonomics the application of scientific knowledge to improve people s interaction with products systems and environments has been illustrated over the past 15 years by the books which make up the Contemporary Ergonomics series Presenting the proceedings of the Ergonomics Society s annual conference the series embraces the wide range of topics covered by ergonomics Individual papers provide insight into current practice present new research findings and form an invaluable reference source The volumes provide a fast track for the publication of suitable papers from international contributors These are chosen on the basis of abstracts submitted to a selection panel in the autumn prior to the Ergonomics Society s annual conference held in the spring Mining and Scientific Press ,1907

The Vietnam Run Michael Gillen,2023-03-17 On the same day the Japanese surrender ended World War II Vietnamese nationalists declared independence from France Within weeks France sought to reestablish colonial rule American merchant seamen arriving in French ports to ship GIs back to the U S were dismayed when French troops bound for Vietnam came aboard instead Many of these seamen objected because American veterans awaited transport home and because they flew in the face of Allied war aims of national self determination Later with the Vietnam War effort dependent on Merchant Marine logistical support seamen were among the first to protest U S involvement With firsthand recollections this book tells the story from deadly encounters with mines rockets and gunfire to evacuations of refugees and to rescues of boat people in the South China Sea The Annual American Catalogue ,1891 *Metallurgical & Chemical Engineering* Eugene Franz Roeber,Howard Coon Parmelee,1913 *The United States Army and Navy Journal and Gazette of the Regular and Volunteer Forces* ,1902 The Oxford Classical Dictionary Simon Hornblower,Antony Spawforth,Esther Eidinow,2012-03-29 The revised third edition of the Oxford Classical Dictionary is the ultimate reference on the classical world containing over 6 200

entries The 2003 revision includes minor corrections and updates and all Latin and Greek words in the text are now translated into English **Cumulated Index Medicus** ,1989 The Annual American Catalogue 1886-1900 ,1891 The Publishers Weekly ,1891 The Freeman Francis Neilson,Albert Jay Nock,1922 *Army and Navy Journal* ,1924 A *Modern Design for Defense Decision* National Defense University,Samuel A. Tucker,1977 Congressional Record United States. Congress,1970 The Congressional Record is the official record of the proceedings and debates of the United States Congress It is published daily when Congress is in session The Congressional Record began publication in 1873 Debates for sessions prior to 1873 are recorded in The Debates and Proceedings in the Congress of the United States 1789 1824 the Register of Debates in Congress 1824 1837 and the Congressional Globe 1833 1873 MIMP, Magazine Industry Market Place ,1987 New Acronyms and Initialisms ,1975 **MIMP** ,1985 *"The" Medical Times and Gazette* ,1863 *MIMP 1986, Magazine Industry Market Place* ,1985

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