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The Second Cycle Lars Kolind, 2006-04-24 You re growing fast You re profitable Maybe they re even writing great things about you in the business press But just beneath the surface are you incubating the seeds of disaster It s happened over and over again in one industry after another to companies ranging from IBM to Upjohn In this book Lars Kolind helps you uncover the earliest signs of trouble and reignite a powerful new growth cycle Drawing upon his own experience as the CEO who turned around Oticon the world s top manufacturer of hearing aids Kolind introduces a comprehensive toolbox for revitalizing mature organizations tools for creating consensus around change using staff more effectively promoting innovation and much more Finally he applies his tools to a wide range of organizations in decline including the U S auto industry The result specific practical advice you can adapt to galvanize your organization no matter

how well you're doing today Why Great Leaders Don't Take Yes for an Answer Michael A. Roberto, 2005-06-06 Harvard Business School's Michael Roberto draws on powerful decision making case studies from every walk of life showing how to promote honest constructive dissent and skepticism use it to improve decisions and align organizations behind those decisions Learn from disasters like the Space Shuttle Columbia and JFK's Bay of Pigs Invasion from successes like Sid Caesar and Bill Parcells from George W Bush's decision making after 9 11 Roberto complements his compelling case studies with extensive new research on executive decisionmaking Discover how to test and probe a management team when yes means yes and when it doesn't and how to build real consensus that leads to action Gain important new insights into managing teams mitigating risk promoting corporate ethics and much more **The Design of Things to Come** Jonathan M. Cagan, Craig M. Vogel, Peter Boatwright, 2011-06-28 The iPod is a harbinger of a revolution in product design innovation that targets customer emotion self image and fantasy not just product function Read the hidden stories behind BodyMedia's SenseWear body monitor Herman Miller's Mirra Chair Swiffer's mops OXO's potato peelers Adidas intelligent shoes the new Ford F 150 pickup truck and many other winning innovations Meet the innovators learning how they inspire and motivate their people as they shepherd their visions through corporate bureaucracy to profitable reality The authors deconstruct the entire process of design innovation showing how it really works and how today's smartest companies are innovating more effectively than ever before **Winners Never Cheat** Jon Huntsman, 2005-03-23 Next time someone tells you business can't be done ethically corners must be cut negotiations can't be honest hand them Jon Huntsman's new book He started with practically nothing and made it to Forbes list of America's Top 100 richest people Huntsman's generous about sharing the credit but in the 21st century he's the nearest thing to a self made multi billionaire Now he presents the lessons of a lifetime a passionate inspirational manifesto for returning to the days when your word was your bond a handshake was sacred and swarms of lawyers weren't needed to back it up This is no mere exhortation it's a practical business book about how to listen to your moral compass even as others ignore theirs It's about how you build teams with the highest values share success take responsibility and earn the rewards that only come with giving back Huntsman's built his career and fortune on these principles You don't live these principles just to succeed you live them because they're right But in an age of non stop business scandal Huntsman's life proves honesty is more than right it's the biggest competitive differentiator The 86 Percent Solution Vijay Mahajan, Kamini Banga, 2005-09-14 Most global businesses focus nearly all their efforts on selling to the wealthiest 14% of the world's population It's getting harder and harder to make a profit that way these markets are oversaturated overcompetitive and declining The Invisible Market shows how to unleash new growth and profitability by serving the other 86% Mahajan offers detailed strategies and implementation techniques for product design pricing packaging distribution advertising and more Discover radically different rules of engagement that make emerging markets tick and how European and Asian companies are already driving billions of dollars in sales there Mahajan shows how to

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Planning Production and Inventories in the Extended Enterprise Karl G Kempf, Pinar Keskinocak, Reha Uzsoy, 2011-03-23

In two volumes *Planning Production and Inventories in the Extended Enterprise* A State of the Art Handbook examines production planning across the extended enterprise against a backdrop of important gaps between theory and practice The early chapters describe the multifaceted nature of production planning problems and reveal many of the core complexities The middle chapters describe recent research on theoretical techniques to manage these complexities Accounts of production planning system currently in use in various industries are included in the later chapters Throughout the two volumes there are suggestions on promising directions for future work focused on closing the gaps Included in Volume 1 are papers on the Historical Foundations of Manufacturing Planning and Control Advanced Planning and Scheduling Systems Sustainable Product Development and Manufacturing Uncertainty and Production Planning Demand Forecasting Production Capacity Data in Production and Supply Chain Planning Financial Uncertainty in SC Models Field Based Research in Production Control Collaborative SCM Sequencing and Coordination in Outsourcing and Subcontracting Operations Inventory Management Pricing Variety and Inventory Decisions for Substitutable Items Perishable and Aging Inventories Optimization Models of Production Planning Problems Aggregate Modeling of Manufacturing Systems Robust Stability Analysis of Decentralized Supply Chains Simulation in Production Planning and Simulation Optimization in Support of Tactical and Strategic Enterprise Decisions Included in Volume 2 are papers on Workload and Lead Time Considerations under Uncertainty Production Planning and Scheduling Production Planning Effects on Dynamic Behavior of A Simple Supply Chain Supply and Demand in Assemble to Order Supply Chains Quantitative Risk Assessment in Supply Chains A Practical Multi Echelon Inventory Model with Semiconductor Application Supplier Managed Inventory for Custom Items with Long Lead Times Decentralized Supply Chain Formation A Cooperative Game Approach to Procurement Network Formation Flexible SC Contracts with Options Build to Order Meets Global Sourcing for the Auto Industry Practical Modeling in Automotive Production Discrete Event Simulation Models Diagnosing and Tuning a Statistical Forecasting System Enterprise Wide SC Planning in Semiconductor and Package Operations Production Planning in Plastics SC Execution Using Predictive Control Production Scheduling in The Pharmaceutical Industry Computerized Scheduling for Continuous Casting in Steelmaking and Multi Model Production Planning and Scheduling in an Industrial Environment

The Nature of Supply Networks Thomas Y. Choi, 2023 Cover The Nature of Supply Networks Copyright Dedication Contents Preface 1 Introduction 2 Companies Supply Chains and Supply Networks 3 Dyads in Supply Networks 4 Triads in Supply Networks 5 Supply Base in Supply Networks 6 Extended Supply Chains 7 Supply Chains as Networks 8 Supply Networks as a Complex Adaptive System 9 Emerging Topics Epilogue References Index

Firms of Endearment Rajendra Sisodia, David Wolfe, Jagdish N. Sheth, 2003-01-30 Today s best companies get it From Costco to Commerce Bank Wegmans to Whole Foods they re becoming the ultimate value creators They re generating every form of value that matters emotional experiential social and financial

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Don't Just Relate-- Advocate! Glen L. Urban, 2005. Traditional push/pull marketing no longer works. Even highly touted customer relationship initiatives are failing. Smart companies are pioneering an entirely new route to higher margins and sustainable competitive advantage: customer advocacy. This book reveals how it works, why it works, and how to make it work for your company.

CONNECT - Surfing New Wave Marketing Hermawan Kartajaya, 2013-05-07. Sebagai sekuel dari buku New Wave Marketing, di dalam buku Connect ini kami menjabarkan secara komprehensif mengenai why, what, dan how untuk menjalankan pemasaran New Wave. Dalam buku ini kami tidak hanya berbicara tentang Connect secara online, tapi juga offline. Karena penting untuk diklarifikasi bahwa New Wave Marketing sebuah orde baru di dunia marketing, bukan Internet Marketing, Digital Marketing, atau Online Marketing. Meskipun Internet yang makin perkasa ini memaksa sebuah Company untuk terus Connect Online, memang bisa menimbulkan excitement dan engagement, tapi offline bisa lebih jauh ke intimacy dan enthusiasm. Dan kalau keduanya digabung akan menjadi suatu Connection yang bersifat Physical, Intellectual, Emotional, dan Spiritual. Untuk sukses dalam melakukan Connection secara holistik seperti ini, pemasar perlu sadar akan tiga angkatan Connect. Yang pertama adalah mobile connect. Pertanyaan test-nya adalah: Are you well connected baik online maupun offline? Tingkat dua adalah Experiential Connect. Pertanyaan yang relevan adalah: How deep is your Connection? Bukan cuma hanya Are you well Connected. Dan tingkat paling tinggi dalam Connect adalah Social Connect. Pertanyaan yang tepat sekarang adalah: How strong is the Connectivity? Well Connected is the Mobile Connect. Deep Connection is the

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