

## PRACTICA 5- HOJA DE CÁLCULO

	Juan	Ana	José	Antonio	Maria
Ventas	300000	350000	250000	300000	400000
% Comisiones					
Total Comisiones					
Fijo	125000	125000	90000	100000	105000
Anticipos					
Ganancias					

☒ **Calcule las casillas vacías.**

Cálculos	
% Comisiones	15%
Total Comisiones	Ventas * 15%
Anticipos	3% del Fijo
Ganancias	Fijo + Total Comisiones - Anticipos
Total	Suma de cada Fila

☒ **Formato de la tabla.**

- \* Títulos de la primera fila, alineados por la derecha y en negrita.
- \* Fuente de la primera columna, Times New Roman tamaño 12.
- \* Borde inferior a la primera y última fila.
- \* Borde derecho en todas las columnas excepto en la última.
- \* Formato numérico con separador de miles en fila de Ganancias.
- \* Color de fondo para toda la tabla, gris.

**Solución:**

	Juan	Ana	José	Antonio	Maria	Total
Ventas	300000	350000	250000	300000	400000	1600000
% Comisiones	15%	15%	15%	15%	15%	15%
Total Comisiones	45000	52500	37500	45000	60000	240000
Fijo	125000	125000	90000	100000	105000	545000
Anticipos	3750	3750	2700	3000	3150	16350
Ganancias	166.250	173.750	124.800	142.000	161.850	768.650

b) En la hoja 2 del libro introducir la tabla siguiente y calcular los totales de las filas y columnas:

	Norte	Sur	Este	Oeste	Total
Vendedor CV-235	1200000	1000000	1225000	1125000	
Vendedor CV-236	2225000	1500000	1225000	1215000	
Vendedor CV-237	3225000	1750000	8540000	8440000	
TOTAL					

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# Managmt Pract Of Public Relatns Hc

**J Elliott**



## **Managmt Pract Of Public Relatns Hc:**

**Public Relations and Communication Management** Krishnamurthy Sriramesh, Ansgar Zerfass, Jeong-Nam Kim, 2013-06-07 Public Relations and Communication Management serves as a festschrift honoring the work of public relations scholars James E Grunig and Larissa A Grunig Between them the Grunigs have published 12 books and more than 330 articles book chapters and various academic and professional publications and have supervised 34 doctoral dissertations and 105 master s theses This volume recognizes the Grunig s contributions to public relations scholarship over the past four decades To honor the Grunig s scholarship this volume continues to expand their body of work with essays from renowned colleagues former students and research associates The chapters discuss current trends in the field as well as emerging issues that drive the field forward Sample topics include theories and future aspects of the behavioral strategic management approach to managing public relations and its linkages and implications to related subfields and key field issues Contributions stimulate academic discussion and demonstrate the relevance of applied theories for the practice of public relations and communication management with up to date concepts theories and thoughts      **Global Public Relations** Alan R. Freitag, Ashli Quesinberry Stokes, 2009-01-13 This innovative text provides a structured and practical framework for understanding the complexities of contemporary public relations throughout the world and highlights the different approaches professionals must consider when communicating in different PR contexts      **International Public Relations** Hugh M. Culbertson, Ni Chen, 2013-11-05 As a formal occupation public relations grew primarily in the United States through much of the twentieth century In recent years however it has spread rapidly throughout the world Broad outlines on how public relations practices differ from country to country have only recently begun to take shape in scholarly writing about the field The existing literature on international public relations tends to focus on how those working for western organizations particularly multi national corporations can best practice abroad Although useful such writings tend to focus on adaptation of western approaches not on development of new ones designed specifically for varied sociocultural settings around the world The editors have produced this book for a number of reasons There has been tremendous growth in the teaching of public relations around the world enhancing practice in many countries outside North America There has also been rapid growth in the number of professors who demand theoretical perspectives which might facilitate a unified comparative analysis across countries and regions Only a few U S universities six documented in this book now teach courses formerly called International Public Relations However many professors are going abroad to teach and do research This suggests increased interest in and a need for courses dealing with international public relations Furthermore there is a dearth of literature dealing in depth with international PR an important component of international communication This appears to be the first book length comparative analysis of public relations as practiced in various countries and regions around the world Although existing books on international PR focus largely on ways in which western practitioners employers and clients can operate

effectively in other countries this volume views public relations in each country or region covered from the perspective of practitioners in that country It contains six chapters designed to provide a theoretical anchor for the 14 country and region analyses Given the intense interest in public relations education as a factor in professional enhancement it also discusses issues and practices relating to education

**Handbook of Public Relations** Robert L. Heath, Gabriel M. Vasquez, 2001 This is a comprehensive and detailed examination of the field which reviews current scholarly literature This contributed volume stresses the role PR plays in building relationships between organizations markets audiences and the public

*The Handbook of Public Sector Communication* Vilma Luoma-aho, María José Canel, 2020-03-24 A multidisciplinary collection on global public entity strategic communication Research into public sector communication investigates the interaction between public and governmental entities and citizens within their sphere of influence Today s public sector organizations are operating in environments where people receive their information from multiple sources Although modern research demonstrates the immense impact public entities have on democracy and societal welfare communication in this context is often overlooked Public sector organizations need to develop communicative intelligence in balancing their institutional agendas and aims of public engagement The Handbook of Public Sector Communication is the first comprehensive volume to explore the field This timely innovative volume examines the societal role environment goals practices and development of public sector strategic communication International in scope this handbook describes and analyzes the contexts policies issues and questions that shape public sector communication An interdisciplinary team of leading experts discusses diverse subjects of rising importance to public sector government and political communication Topics include social exchange relationships crisis communication citizen expectations measuring and evaluating media diversity and inclusion and more Providing current research and global perspectives this important resource Addresses the questions public sector communicators face today Summarizes the current state of public sector communication worldwide Clarifies contemporary trends and practices including mediatization citizen engagement and change and expectation management Addresses global challenges and crises such as corruption and bureaucratic roadblocks Provides a framework for measuring communication effectiveness Requiring minimal prior knowledge of the field The Handbook of Public Sector Communication is a valuable tool for academics students and practitioners in areas of public administration public management political communication strategic and organizational communication and related fields such as political science sociology marketing journalism and globalization studies

Public Relations Ethics Marlene S. Neill, Amy Oliver Barnes, 2017-12-05 Many senior public relations executives consider ethics counsel to be one of their core responsibilities Raising ethical concerns to more senior leaders can be quite intimidating as speaking truth to power can have serious consequences for someone s career so senior public relations executives have mastered the art of using less confrontational strategies This book ranks and describes these various strategies with specific examples of how public relations executives have used them The insights are based on nearly

150 in depth interviews as well as survey research Learn about the process of gaining influence and the mistakes to avoid when navigating internal politics Many of the lessons are applicable to public relations counsel generally *Effective Fund-Raising Management* Kathleen S. Kelly, 2012-12-06 In a ground breaking departure from existing works almost all of which are how to manuals based on anecdotal evidence this is the first academic textbook on fund raising By integrating practical knowledge with social science theory and research it presents a comprehensive approach to the function from its legal and ethical principles to the managerial process by which gifts are raised Territory previously uncharted in the literature is explored such as the historical and organizational contexts of contemporary practice Explanations of programs techniques and publics introduce a new system for understanding fund raising s major concepts Unlike efforts in established fields most of the material represents original scholarship undertaken to produce a first time text The book s main purpose is to teach students about fund raising a high demand high paying occupation that will continue to expand into the 21st century as the need for trained practitioners exceeds the supply During the last decade fund raising education moved into the formal classroom and away from an apprenticeship tradition of senior practitioners mentoring newcomers Yet until now there has not been a textbook to support this evolving professionalism Faculty have been reluctant to define fund raising as an academic subject in the absence of a theory based teaching resource and courses usually have been assigned to part time instructors hired from the practice This textbook addresses the void It is designed for graduate and upper level undergraduate courses dealing with fund raising as a primary or secondary subject Among its features each chapter points out research gaps and opportunities such as problems and theories for master s theses and doctoral dissertations and ends with a list of suggested readings The text is appropriate for the diverse academic areas in which fund raising nonprofit management and philanthropy are taught including public administration management arts and humanities education social work economics and sociology Because of its public relations orientation it is particularly suited for courses offered in that discipline Additional audiences are practitioners enrolled in professional development programs CEOs trustees and others interested in self study and scholars who need serious literature on the subject *Management*, 1983 *National Library of Medicine Current Catalog* National Library of Medicine (U.S.), 1965 *Management, a Bibliography for NASA Managers*, 1985 *Resources in Education*, 1979-05 *U.S. Government Research & Development Reports*, 1970-04 **Cumulated Index Medicus**, 1989 *Public Service Management*, 1926 **Issues and Trends in Interdisciplinary Behavior and Social Science** Ford Lumban Gaol, Fonny Hutagalung, Chew Peng, 2018-05-20 *Issues and Trends in Interdisciplinary Behavior and Social Science* contains papers presented at the 6th International Congress on Interdisciplinary Behavior and Social Science 2017 ICIBSoS 2017 held 16 17 December 2017 in Yogyakarta Indonesia The contributions cover every discipline in all fields of social science and discuss many current trends and issues being faced by 21st century society especially in Southeast Asia Topics include literature family culture studies behavior studies psychology and human

development religion and values religious coping social issues such as urban poverty and juvenile crisis driving behavior well being of women career women career performance job stress happiness social adjustment quality of life among patients the cosmetics business etc The issues are discussed using scientific quantitative or qualitative methods from different academic viewpoints **U.S. Government Research & Development Reports** ,1970 *Critical Care Nursing,Diagnosis and*

*Management*,7 Linda Diann Urden,Kathleen M. Stacy,Mary E. Lough,2013-05-01 Praised for its comprehensive coverage and clear organization Critical Care Nursing Diagnosis and Management is the go to critical care nursing text for both practicing nurses and nursing students preparing for clinicals **Bibliography of Scientific and Industrial Reports** ,1970

Current List of Medical Literature ,1957 Includes section Recent book acquisitions varies Recent United States publications formerly published separately by the U S Army Medical Library The Handbook of Communication and Corporate Reputation Craig E. Carroll,2015-04-10 With the latest insights from the world of communication studies into the nature of corporate reputation this new addition to Wiley Blackwell s series of handbooks on communication and media reflects the growing visibility of large businesses ethical profiles and tracks the benefits that positive public attitudes can bring Serves as the definitive research collection for a fast growing field featuring contributions by key international scholars Brings together state of the art communication studies insights on corporate reputation Identifies and addresses the lacunae in the research literature Applies new theoretical frameworks to corporate reputation

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