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*Strategies for Knowledge Management Success: Exploring Organizational Efficacy* Jennex, Murray E., Smolnik, Stefan, 2010-08-31 Knowledge management captures the right knowledge to the right user who in turn uses the knowledge to improve organizational or individual performance to increase effectiveness

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book is designed to be a quick guidelines oriented approach to the topic of project management It contains the essential management practices required to produce successful project outcomes Guidelines for Achieving Project Management Success helps the non technical reader who might have been originally put off by a more robust treatment of project management It uses the 80 20 rule where 80% of the project management problem may originate from just 20% of the cause The book includes easy to understand examples illustrating key topics and offers advice and references for further reading The book also helps the reader on how to define what the target is with the project and how to execute it to get the desired results The primary audience is individuals who are seeking a readable description of the project management processes The book is also useful for an academic program where project management is secondary to the primary topic

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of organization and business administration      **Encyclopedia of Knowledge Management** Schwartz, David, 2005-09-30  
This encyclopedia is a research reference work documenting the past present and possible future directions of knowledge management Provided by publisher      Managing Successful Programmes Great Britain. Office of Government Commerce, 2003 Programme management is becoming an increasingly important aspect of managing business change whether within parts of an organisation across the whole organisation or involving a group of organisations The drivers for change may be internal such as improving the quality of products or external such as new government policy The second edition of this publication describes the OGC s approach for managing change effectively based upon best practice experience within government and across the private sector It provides an overview of the programme management framework and considers key principles including leadership benefits management stakeholder management and communication risk management programme planning and control business case management and quality management issues It then goes on to discuss the programme management lifecycle including the identification and detailed definition of the programme managing the project portfolio delivery and realisation of measurable business benefits and the close down of the programme and its infrastructure      *Achieving Project Management Success in the Federal Government* Jonathan Weinstein PMP, Timothy Jacques PMP, 2010-02-01 Gain Valuable Insight into the Government s Project Management Best Practices Although project management is not new to the federal government the discipline has taken on renewed importance in the face of the ever increasing size complexity and number of mission critical projects being undertaken by every branch and agency This book addresses the key facets of project management from organization and structure to people and process A variety of government entities share their best practices in areas including leadership technology teams communication methodology and performance management Based on research and interviews with a wide range of project managers *Achieving Project Management Success in the Federal Government* presents a realistic cross section of the project management discipline in the largest single enterprise in the world the U S federal government      **Action Plan For Sales Management Success-Not just what to do but how to do it!** Susan A. Enns, 2010-11-05 Fact 25% of sales representatives produce 90 to 95% of all sales Clearly most of the members on your sales team are not selling up to their potential and therefore not generating the revenues they could That means neither of you are making the incomes you could Why is this case It s not that the job can t be done because 25 percent are doing it and doing it well It s because the other 75 percent either are not in the right sales position or they truly don t know how to sell Until now most sales managers have not had access to effective affordable sales training Action Plan For Sales Management Success is a proven turn key program that will become the foundation of your sales management process Action Plan For Sales Success will improve your sales management skills so that you and your team can achieve your true sales potential What You Will Learn 1 The B2B Sales Process The Sales Manager s Role Before you can lead you must know the right direction 2 Eagles or Turkeys Recruiting and

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