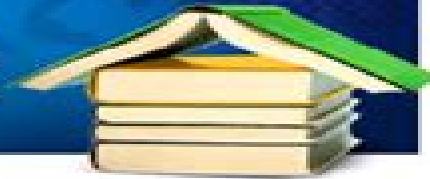


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» March 2013, Volume 6, Issue 1

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Swanepoel, 2009-02 **Organizational Ethics and Stakeholder Well-Being in the Business Environment** Sean Valentine, 2014-04-01 Organizational ethics involves the institutionalized principles guidelines and norms that influence how a company and its employees function in an ethical manner Ultimately these processes collectively influence a firm's 1 overall sense of business ethics 2 management of employees and 3 interactions with partners outside of the immediate work environment Researcher and practitioners are interested in organizational ethics because the different approaches used to develop such a context generate many other positive business outcomes While the connection between organizational ethics and employee stakeholder well being has been explored moving forward with a number of new investigations should push the literature forward This book seeks to explore these important topics and present a more comprehensive overview of organizational ethics and stakeholder well being in the business environment Such inquiry is important because the linkages between business ethics and stakeholders if well managed have the capacity to benefit both companies and employees In addition the content of this book should serve to guide future investigations within this area of business ethics **Corporate**

Social Responsibility: Concepts, Methodologies, Tools, and Applications Management Association, Information Resources, 2018-07-06 The decisions a corporation makes affect more than just its stakeholders and can have wide social environmental and economic consequences This facilitates a business environment built around the practical regulations and transparency necessary to ensure ethical and responsible business practice Corporate Social Responsibility Concepts Methodologies Tools and Applications is a vital reference source on the ways in which corporate entities can implement responsible strategies and create synergistic value for both businesses and society Highlighting a range of topics such as company culture organizational diversity and human resource management this multi volume book is ideally designed for business executives managers business professionals human resources managers academicians and researchers interested in the latest advances in organizational development **The WEALTHTECH Book** Susanne Chishti, Thomas

Puschmann, 2018-07-23 Get a handle on disruption innovation and opportunity in investment technology The digital evolution

is enabling the creation of sophisticated software solutions that make money management more accessible affordable and eponymous Full automation is attractive to investors at an early stage of wealth accumulation but hybrid models are of interest to investors who control larger amounts of wealth particularly those who have enough wealth to be able to efficiently diversify their holdings Investors can now outperform their benchmarks more easily using the latest tech tools The WEALTHTECH Book is the only comprehensive guide of its kind to the disruption innovation and opportunity in technology in the investment management sector It is an invaluable source of information for entrepreneurs innovators investors insurers analysts and consultants working in or interested in investing in this space Explains how the wealth management sector is being affected by competition from low cost robo advisors Explores technology and start up company disruption and how to delight customers while managing their assets Explains how to achieve better returns using the latest fintech innovation Includes inspirational success stories and new business models Details overall market dynamics The WealthTech Book is essential reading for investment and fund managers asset allocators family offices hedge venture capital and private equity funds and entrepreneurs and start ups

Critical Selling Nick Kane,Justin Zappulla,2015-09-27 Master these top performing sales skills to dominate the marketplace Critical Selling is a dynamic and powerful guide for transforming your sales approach and outperforming your competition This book is based on Janek Performance Group s an award winning sales performance company most popular sales training program Critical Selling Let authors Justin Zappulla and Nick Kane Managing Partners at Janek lead you through their flagship sales training methodology to provide you with the strategies skills and best practices you need to accelerate the sales process and close more deals From the initial contact to closing the deal this book details the winning strategies and skills that have supercharged the sales force of program alumni like OptumHealth Santander Bank Daimler Trucks California Casualty and many more Concrete actionable steps show you how to plan a productive sales call identify customer needs differentiate yourself from the competition and wrap up the sale You ll also learn proven techniques for building rapport overcoming objections dealing with price pressures and handling the million little things that can derail an otherwise positive sales interaction Sales are the lifeblood of your company Are they meeting your expectations What if you could exceed projected sales figures and blow your competition out of the water This book provides the research based framework to ignite your sales team and excite your customer base for sustainable success in today s market Let Critical Selling show you how to Connect with customers on a deeper level to build trust Present a persuasive and value based solution tailored to your customer s needs Handle pricing pressure doubt and objections with confidence Utilize proven methodologies that help you close the sale Sales is about so much more than exchanging goods or services for cash It s about relationships it s about outperforming the competition it s about demonstrating real value and it s about understanding and solving people s problems Critical Selling shows you how to bring it all together using proven techniques based on real sales performance research

Assembly Required Donald Scherer,2017-05-30 Only one

company can lead prosper and win in any technology market Will it be yours The marketplace leader or Marketplace Gorilla will win 50 percent of the revenue and 75 percent of the profits in a given market space Every new enterprise hopes to reach this status but most will fail Whether a company employs a direct or inside sales approach neither methodology will allow a sales team to acquire enough customers to dominate the market Author Donald Scherer makes it clear out of the gate why these traditional sales methods will simply not work for most technology companies Instead he provides step by step instructions on how you can HYPERSCALE your sales operation by building a high velocity sales assembly line based on the principles used by modern manufacturers Employing these techniques will help your company mass produce sales while simultaneously lowering the costs of sales a powerful combination that leads to incredibly profitable growth which eliminates the need for enormous amounts of institutional funding Scherer s techniques are based on the experiences of CrossBorder Solutions an unfunded undercapitalized software company that was sold to Thomson Reuters for a home run valuation He further refined his approach as the CEO of AssemblySales com a SaaS company that helps early stage companies hyperscale their sales operations

U.S. Government Research Reports ,1963 **Production Research Report** ,1957 **Sales Force Management** Gregory Rich,Rhett Epler,2024-09-25 Formerly published by Chicago Business Press now published by Sage Sales Force Management is a comprehensive guide to leading sales teams in today s dynamic business landscape offering practical insights strategies and tools to navigate the challenges of modern sales management effectively The Second Edition also delves into how technology such as artificial intelligence is reshaping sales force operations in the post pandemic era

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Massachusetts Institute of Technology. Center for International Studies,1966

Emotionale Intelligenz und

Verkaufperformance Andreas Zehetner,2019-05-06 Andreas Zehetner untersucht Effekte von emotionaler Intelligenz EI auf die Performance im technischen Vertrieb Seine Ergebnisse zeigen dass Verkaufsmitarbeiter mit schwach aber auch mit stark ausgeprägten EI Niveaus eine geringere Performance haben als solche mit mittleren Niveaus EI beeinflusst auch den Zusammenhang von Verkaufskompetenz und Verkaufperformance Jüngere weniger erfahrene sowie Verkäufer mit geringerer Ausbildung nutzen EI in stärkerer Weise um verkäuferische Kompetenz in Verkaufserfolg zu verwandeln Für die Marketing und Vertriebspraxis bedeutet dies das je mehr desto besser Paradigma bestimmter Eigenschaften bei der Mitarbeiterauswahl zu hinterfragen und Eigenschaften Fähigkeiten und Kompetenzen gesamtheitlich und weniger isoliert zu betrachten Der Autor Dr Andreas Zehetner ist Professor an der FH Oberösterreich Im Rahmen seiner Dissertation an der Universität Graz und seiner aktuellen forscherschen Tätigkeit beschäftigt er sich mit dem Einfluss von Emotionen und EI auf die betriebliche Leistung insbesondere in Verhandlung und Vertrieb sowie mit der Frage was vertriebliche Performance beeinflussen kann

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