

Global Business Management Foundations Wills

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Aspida acquires Global Bankers Insurance Group

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This book is open access under a CC BY-NC-ND 4.0 license. This book presents the concept of value as the central component to success and longevity of the global ICT industry player, Huawei. It provides examples of how Huawei focuses on customers to pursue sustainable and profitable growth rather than focusing on capital market valuation which is a familiar scenario among Western companies. It is the business departments that are the creators of value for Huawei, while the finance department is tasked to provide support and services to those business departments during the value creation process. The book illustrates how Huawei Finance sets rules, allocates resources, and builds centers of expertise all over the world to address future uncertainties. More than a decade ago Huawei dedicated seven years to implement the Integrated Financial Services (IFS) Transformation Program with the help of IBM consultants. This book also draws on the leading concepts and successful experience of the IFS

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Transformation Program. Huawei Finance adopts three types of centralized vertical management from the top down: treasury, accounting, and auditing. It does not transfer such central authority down to lower levels, but delegates all other authority to business organizations across all levels. This management model represents the focus of this book. Built on Value provides an overview of Huawei's finance management and will help academic researchers in Business/Management, as well as practitioners in industry, an accurate and in-depth understanding of Huawei as a company.

This book interweaves the concepts of the guidance on globalization, international management, and the intricacies of international business that many books on the market treat independently. It clarifies and explains culture, cultural misunderstandings, and cross-cultural interactions. Adekola and Sergi's text is unique in that it offers both the management perspective and the cultural perspective. It is for managers seeking to thrive in the global economy. This book focuses on managing global organizations, providing a basis for understanding the influence of culture on international management, and the key roles that international managers play. It clearly shows how to develop the cross-cultural expertise essential to succeed in a world of rapid and profound economic, political and cultural changes.

Mastering Global Business Development and Sales Management focuses on the importance of companies and executives recognizing that their organization is sales driven, and that there is a definite pronounced connection between sales and all other aspects of how a company operates. It details the sales manager's role in developing sales personnel, delivering new business to the organization, and otherwise becoming a driving force for the overall prosperity of the company. This book differentiates itself by providing the essence of international sales management. Shows how to develop a marketing and sales strategy for globalization Details regional versus country-specific profiles Explains what all sales personnel need to know about export trade compliance, logistics, and supply chain operations Provides sales and negotiation skill sets

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Introduce the most important theories and views in strategic management today with this concise, yet fully complete, text. Harrison/St. John's FOUNDATIONS IN STRATEGIC MANAGEMENT, Sixth Edition, addresses the most recent changes in today's business environment, including many topics that other strategic management texts often miss. The book thoroughly addresses the traditional economic process model and the resource-based model, as well as the stakeholder theory. This valuable text builds on a traditional theoretical foundation by using engaging examples from many of today's leading firms to demonstrate principles and applications. This edition continues to highlight strategizing in the global arena as well as more focused coverage of stakeholder management. This brief, well-rounded text functions as an indispensable resource for your immediate and long-term success in strategic management. Available with InfoTrac Student Collections <http://gocengage.com/infotrac>. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

In a globalized society, individuals in business, government, and a variety of other fields must frequently communicate and work with individuals of different cultures and backgrounds. Effectively bridging the culture gap is critical to success in such scenarios. Cross-Cultural Interaction: Concepts, Methodologies, Tools, and Applications explores contemporary research and historical perspectives on intercultural competencies and transnational organizations. This three-volume compilation will present a compendium of knowledge on cultural diversity and the impact this has on modern interpersonal interactions. Within these pages, a variety of researchers, scholars, professionals, and leaders who interact regularly with the global society will find useful insight and fresh perspectives on the field of cross-cultural interaction.