

Patterns Of Entrepreneurship Management 3rd Third Edition By Kaplan Jack M Warren Anthony C Published By Wiley 2009

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Over the past years, knowledge-intensive industries have gained significant importance as economic factor, giving rise to professional service firms (PSFs) such as law firms, accounting firms, or consultancies. Following this development, the research interest especially in the strategies pursued by PSFs has grown substantially. However, past research focused mainly on strategies of established, mature PSFs, leaving academics as well as potential entrepreneurs without guidance on what newly founded, entrepreneurial PSFs should pay attention to in order to ensure lasting competitive advantages. Based on an explorative grounded theory analysis of two outstanding commercial law firm spin-offs in Germany, this work advances the research in this field. In addition to a detailed case study report, it offers a comprehensive theoretical framework and argues that PSFs have to employ a set of seven specific entrepreneurial strategies – including for example service delivery, people development, and client acquisition strategies – in order to successfully manage the entrepreneurial phase. In

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providing examples for the growing PSF industry, the findings on commercial law firm spin-offs also inform entrepreneurship research in other professions

The Handbook of Entrepreneurial Dynamics provides an important forum for scholars to generate new theory, identify promising research directions, and present important insights to a very wide audience of scholars in entrepreneurship. The book is formed by empirical research from the Panel Study of Entrepreneurial Dynamics (PSED), and is the first attempt to develop a comprehensive and thoroughly representative portrait of entrepreneurial activity in the US. In order to study individuals as their businesses and organizations take shape, this study located and studied nascent entrepreneurs while in the process of building their enterprises.

The convenience of online shopping has driven consumers to turn to the internet to purchase everything from clothing to housewares and even groceries. The ubiquity of online retail stores and availability of hard-to-find products in the digital marketplace has been a catalyst for a heightened interest in research on the best methods, techniques, and strategies for remaining competitive in the era of e-commerce. The Encyclopedia of E-Commerce Development, Implementation, and Management is an authoritative reference source highlighting crucial topics relating to effective business models, managerial strategies, promotional initiatives, development methodologies, and end-user considerations in the online commerce sphere. Emphasizing emerging research on up-and-coming topics such as social commerce, the Internet of Things, online

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gaming, digital products, and mobile services, this multi-volume encyclopedia is an essential addition to the reference collection of both academic and corporate libraries and caters to the research needs of graduate-level students, researchers, IT developers, and business professionals. .

TRY (FREE for 14 days), OR RENT this title: www.wileystudentchoice.com Successful entrepreneurship requires a specialized mix of innovation, drive, business acumen, and communication; an entrepreneur sees the potential and pitfalls in any idea, and understands the product, the market, and the business climate well enough to make smart decisions for the venture. This book is designed to go beyond the nuts and bolts of entrepreneurship and help students develop the critical foundation referred to as “entrepreneurial thinking.” Organized to align with the typical flow of development, the text allows students to develop their own ideas alongside each lesson. Coverage of goals, opportunities, and resources includes detailed discussion of venture funding, financial resources, and the relationships needed to get an idea off of the ground; subsequent chapters include clear guidance on keeping the momentum going through product development, enterprise growth, value creation, and the evolution of the business model. Based on the latest research and providing a truly global perspective, this book gives students a comprehensive, real-world foundation in entrepreneurship today.

This volume presents a global perspective on the major areas of electronic commerce,

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including (but not limited to) those related to the World Wide Web. It does not focus on technical issues, but instead examines the commercial, social and cultural aspects of electronic commerce, including buyer-seller relationships, consumer decision making, information strategy, EDI, electronic banking, information systems for electronic banking, and channel integration.

This book is concerned with strategy formulation issues in the relatively neglected field of entrepreneurial firms. It raises questions, such as what is the strategic role of entrepreneurship in small businesses? How does the top management in small firms perceive the processes associated with strategy formulation? How are business strategies formulated and implemented in SMEs and importantly, are there lessons that can be learnt by large corporations from the smaller ones? Using a sample covering a wide range of entrepreneurial firms in the UK, the author addresses the lack of strategic thinking in the management of small firms and provides recommendations for effective strategic management processes.

The issues of sustainability and corporate social responsibility have become vital discussions in many industries within the public and private sectors. In the business realm, incorporating practices that serve the overall community and ecological wellbeing can also allow businesses to flourish economically and socially. Green Business: Concepts, Methodologies, Tools, and Applications is a vital reference source for the latest research findings on the challenges and benefits of implementing

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sustainability into the core functions of contemporary enterprises, focusing on how green approaches improve operations. Highlighting a range of topics such as corporate sustainability, green enterprises, and circular economy, this multi-volume book is ideally designed for business executives, business and marketing professionals, business managers, academicians, and researchers actively involved in the business industry. Actionable tools, processes and metrics for successfully managing innovation projects

Conventional project management methods are oftentimes insufficient for managing innovation projects. Innovation is lost under the pre-determined scope and forecasted environments of traditional project management. There is tremendous pressure on organizations to innovate, and the project managers responsible for managing these innovation projects do not have the training or tools to do their jobs effectively. Innovation Project Management provides the tools, insights, and metrics needed to successfully manage innovation projects—helping readers identify problems in their organization, conceive elegant solutions, and, when necessary, promote changes to their organizational culture. There are several kinds of innovation—ranging from incremental changes to existing products to wholly original processes that emerge from market-disrupting new technology—that possess different characteristics and often require different tools. Best-selling author and project management expert Harold Kerzner integrates innovation, project management, and strategic planning to offer students and practicing professionals the essential tools and processes to analyze

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innovation from all sides. Innovation Project Management deconstructs traditional project management methods and explains why and how innovation projects should be managed differently. This invaluable resource: Provides practical advice and actionable tools for effectively managing innovation projects Offers value-based project management metrics and guidance on how to establish a metrics management program Shares exclusive insights from project managers at world-class organizations such as Airbus, Boeing, Hitachi, IBM, and Siemens on how they manage innovation projects Explores a variety of types of innovation including co-creation, value-driven, agile, open versus closed, and more Instructors have access to PowerPoint lecture slides by chapter through the book's companion website Innovation Project Management: Methods, Case Studies, and Tools for Managing Innovation Projects is an essential text for professional project managers, corporate managers, innovation team members, as well as students in project management, innovation and entrepreneurship programs.

The text explores the nature of entrepreneurial activity in the 21st century and aims to develop the skills required by aspiring entrepreneurs. Readers will gain a deeper insight into the activities of entrepreneurs and reflect critically on the nature of entrepreneurship and its role in the creation of new ventures.

E-Business covers a broad spectrum of businesses based on the Internet, including e-commerce, e-healthcare, e-government and e tailing. While substantial attention is

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being given to the planning and development of e-business applications, the efficiency and effectiveness of e-business systems will largely depend on management solutions. These management solutions demand a good grasp of both the technical and business perspectives of an e-business service. There have been many books on the Internet based on e-commerce, Internet protocols, distributed components etc. However, none of these books address the problem of managing e business as a set of networked services. They do not link enterprise management with network and systems management. This book provides an overview of the emerging techniques for IT service management from a business perspective with case studies from telecommunication and healthcare sectors. It integrates the business perspective with relevant technical standards, such as SNMP, WBEM and DMI. This book presents some concepts and methodologies that enable the development of effective and efficient management systems for networked services. The book is intended to familiarize practicing managers, engineers, and graduate level students with networked service management concepts, architectures and methodologies with reference to evolving standards. It should be useful in a number of disciplines, such as business management, information systems, computers and networking, and telecommunications. Appendix 2 is based on TeleManagement (TM) Forum's documents on TOM (GB921,GB910 and GB908). While this appendix has explained the basic management concept of an e-telco, TMForum now recommends the use of eTOM as explained in www.tmforum.com. An

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overview of eTOM is available in the report The TeleManagement Forum's enhanced Telecom Operations Map (eTOM) by Michael Kelly appearing in the Journal of Network and Systems Management in March 2003.

This thorough volume describes and analyzes entrepreneurial family businesses in Latin American countries. The research presented here has been conducted within the Global STEP (Successful Transgenerational Entrepreneurship Practices) Project. Dealing with some of the most important opportunities and challenges that Latin American family businesses face, particular attention is given to the uncertainty that characterizes most business environments in Latin American countries. The authors argue that while uncertainty is always a central characteristic of entrepreneurial processes and activities, uncertainty is particularly pronounced for Latin American family businesses striving to grow. In addition to a comprehensive introductory chapter that outlines the book's core concepts, including transgenerational entrepreneurship, entrepreneurial orientation, resources, capabilities and uncertainty, the book describes the main characteristics of entrepreneurship and family businesses in Latin America. It also brings together a unique set of empirical case-based research papers that investigate transgenerational entrepreneurship in different Latin American family business contexts. The unique contributions found here include studies on: Hostile environments and entrepreneurial orientation The influence of culture on governance and innovativeness Governance structures and entrepreneurial performance Family

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conflict as a source of entrepreneurial opportunities Entrepreneurship in transgenerational processes by means of social capital Knowledge integration and entrepreneurial behavior The role of tacit knowledge in the identification of entrepreneurial opportunities Financial issues in entrepreneurial family businesses Communication during the entrance of new generations into the family business Students and scholars of entrepreneurship the world over will find much of note in this carefully researched work. So too will anyone interested in sustaining a successful transgenerational family business.

This research handbook provides a comprehensive, integrative, and authoritative resource on the main strategic management issues for companies within the e-business context. It covers an extensive set of topics, dealing with the major issues which articulate the e-business framework from a business perspective. The handbook is divided into the following e-business related parts: background; evolved strategic framework for the management of companies; key business processes, areas and activities; and, finally, emerging issues, trends and opportunities, with special attention to diverse Social Web-related implications. The articles are varied, timely and present high-quality research; many of these unique contributions will be especially valued and influential for business scholars and professionals interested in e-business. Many of the contributors are outstanding business scholars who are or have been editors-in-chief of top-ranked management and business journals or have made significant contributions

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to the development of their respective fields.

The book provides a comprehensive coverage of the course-content requirements of the students appearing in the paper 'Management Accounting' at the MBA and MCom Examinations of different Indian Universities and those of professional institutions. The book has been divided into Five Convenient Sections. Each Section covers a different aspect of 'Management Accounting' with the subject divided into chapters covering different topics in a systematic and concise manner. The unique features of this book lie in its simple and systematic presentation of theory, which would enable the students to solve practical problems with ease. The other main strengths of this book are: plentiful illustrative examples and end-of-the-chapter exercises with answers. New in this Edition

- Updated position regarding IFRSs and steps for their convergence in India
- Two new chapters, namely: 'Human Resource Accounting' and 'Innovative Concepts' in Section II of the book
- Section V, relating to Case Problems, to make the study of the subject more interesting and a real value addition to the knowledge of the reader

The SAGE Handbook of Family Business captures the conceptual map and state-of-the-art thinking on family business - an area experiencing rapid global growth in research and education since the last three decades. Edited by the leading figures in family business studies, with contributions and editorial board support from the most prominent scholars in the field, this Handbook reflects on the development and current status of family enterprise research in terms of applied

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theories, methods, topics investigated, and perspectives on the field's future. The SAGE Handbook of Family Business is divided into following six sections, allowing for ease of navigation while gaining a multi-dimensional perspective and understanding of the field. Part I: Theoretical perspectives in family business studies Part II: Major issues in family business studies Part III: Entrepreneurial and managerial aspects in family business studies Part IV: Behavioral and organizational aspects in family business studies Part V: Methods in use in family business studies Part VI: The future of the field of family business studies By including critical reflections and presenting possible alternative perspectives and theories, this Handbook contributes to the framing of future research on family enterprises around the world. It is an invaluable resource for current and future scholars interested in understanding the unique dynamics of family enterprises under the rubric of entrepreneurship, strategic management, organization theory, accounting, marketing or other related areas.

As businesses seek to compete on a global stage, they must be constantly aware of pressures from all levels: regional, local, and worldwide. The organizations that can best build advantages in diverse environments achieve the greatest success. The Handbook of Research on Global Competitive Advantage through Innovation and Entrepreneurship explores the emergence of new ideas and opportunities in

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various markets and provides organizational leaders with the tools they need to take full advantage of those opportunities. With a focus on economic growth in a fast-paced environment, this handbook is a critical reference for business leaders, economists, and students of economic theory.

In a global and increasingly competitive world, companies must be aware of important drivers. Entrepreneurship and innovation are important contributions to the development of economies and creation of employment, gaining relevance in the business context due to a more complex market and needs for higher differentiation. The Handbook of Research on Entrepreneurship, Innovation, and Internationalization provides key data to business managers on dealing with entrepreneurship, as well as for creating networks and complementarities for leveraging the firm's activity in order to help plan and control innovation and internationalization processes to avoid risk and increase the firm's value. The content within this publication includes topics such as family business, economics, and business education. It is designed for entrepreneurs, managers, researchers, academicians, and students.

Cape Town, South Africa, 9 Sept. 2015 - 10 Sept. 2015. Theme: 'Creating futures: Sustainable economies?', Purpose: To share continuous and collaborative research outputs that review existing strategies and to propose

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mechanisms for the likely achievement of a sustainable economy that is unique but inclusive to different entities in the world. Target audience: This year's 7th International Conference on Business and Finance (ICBF) continues its tradition of being the premier forum for presentation of research results and experience reports on contemporary issues of finance, accounting, entrepreneurship, business innovation, big data, e-Government, public management, development economics and information systems, including models, systems, applications, and theory. Editorial Policy: All papers were refereed by a double blind reviewing process in line with the South African, Department of Higher Education Training (DHET) refereeing standards. Papers were reviewed according to the following criteria: relevance to conference themes, relevance to audience, contribution to scholarship, standard of writing, originality and critical analysis.

These proceedings represent the work of researchers participating in the 3rd International Conference on Innovation and Entrepreneurship - ICIE 2015, which is being co-hosted by The University of KwaZulu Natal, Durban and the Ethekewini Municipality, Durban, South Africa on the 19-20 March 2015. The ICIE Conference constitutes a valuable platform for individuals to present their research findings, display their work in progress and discuss conceptual advances in many different branches of innovation and entrepreneurship in

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business and management. At the same time, it provides an important opportunity for researchers and managers to come together with peers, share knowledge and exchange ideas. ICIE builds on the now well established European Conference on Innovation and Entrepreneurship, and allows universities outside the European Boundaries the opportunity to host an academic conference on these important topics. In addition to the presentations of research the conference will feature a knowledge cafe, led by Dr Shawren Singh looking at this topic How can academics focus research efforts to better serve the business and public sector communities?. The second day will open with a panel discussion looking at Smart cities: Opportunities for Entrepreneurship and Economic growth. Following an initial submission of 85 abstracts that have undergone a double blind peer review process, 26 research papers, 3 PhD research papers, 2 work-in-progress papers are published in these Conference Proceedings, representing research results from the Czech Republic, Denmark, Italy, Kazakhstan, Kenya, Lithuania, Nigeria, Poland, Saudi Arabia, South Africa, Sweden, The Netherlands, UK, USA and Zambia. In the modern globalized business world, entrepreneurial success can be more difficult to achieve. Innovativeness, effective decision-making, and a drive for success are just a few factors influencing entrepreneurial behavior.

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Entrepreneurship and Business Innovation in the Middle East is a comprehensive reference source for the latest scholarly material on the analysis of entrepreneurial activities in the framework of cultural diversity. Highlighting crucial perspectives and topics in business contexts, such as job satisfaction, intrapreneurship, and corporate governance, this book is ideally designed for academics, professionals, practitioners, and students interested in business enterprises in the Arab culture.

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A new, "one-stop-shop" textbook with everything needed for first year skills modules taken by tourism, events and hospitality students.

Continuous improvements in business environments and available resources have allowed more opportunities for people to pursue new ventures. This not only leads to higher success in new businesses, but it enhances the overall state of the global market. Entrepreneurship: Concepts, Methodologies, Tools, and Applications provides a comprehensive examination on the latest innovations and techniques to becoming a successful and sustainable entrepreneur. Including research-based studies on knowledge production, social entrepreneurship, and distribution, this multi-volume publication is an ideal source for practitioners, academicians, researchers and upper-level students interested in learning about entrepreneurship and seeking emerging

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perspectives on optimizing and enhancing entrepreneurial pursuits.

This student-focused text provides an emphasis on skills development. Packed with real-life examples of what can go wrong with even the most well-conceived strategies, there is a focus on realism throughout. With a highly accessible writing style, this text it is an invaluable learning tool for all students in this area.

'This highly original book focuses on human resource management issues in the context of entrepreneurial and small firms, including original theoretical and empirical chapters. . . the book offers a unique insight into understanding the role of HRM in developing sustainable entrepreneurship and entrepreneurial ventures as well as how HRM practices and procedures can be used to help navigate, or indeed drive, the changing landscape in smaller and entrepreneurial firms. It is a useful resource for many small firms, entrepreneurship and economic development researchers, and also for policy-makers and post-graduate students interested in these areas. It provides a starting point to consider a variety of issues with regard to HRM and, in this regard it is an interesting and useful Handbook.' – Qihai Huang, International Journal of Entrepreneurial Behaviour & Research This invaluable reference tool has been designed in response to the growing recognition that too little is known about the intersection between entrepreneurship and human resource management. Paying particular attention to the 'people' side of venture emergence and development, it offers unique insights into the role that human resource management (HRM) plays in small

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and entrepreneurial firms. A group of international scholars contribute theoretical and empirical chapters on specific HRM issues in the context of entrepreneurial and smaller firms. The Handbook offers a new understanding of the role of HRM in developing sustainable entrepreneurship and describes how HRM practices and procedures can be used to help navigate and, indeed, drive the changing landscape in these firms. Exploring the functional aspects and nature of managing HRM in new, small, growing, emerging and entrepreneurial firms, this fascinating Handbook will not only be warmly welcomed by HRM students, researchers and academics, but also by HR practitioners and managers.

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Though entrepreneurship has been studied for decades, in recent years, the study of “rural entrepreneurship” has emerged as an upcoming subtopic of the area. With the growth and continual ease of utilizing digital technologies to support entrepreneurial activities, these technologies now provide unique opportunities for advancing rural entrepreneurship. Though prior research focused on challenges for IT use in rural areas that specifically investigated investment and management issues, it is important to study all challenges and opportunities involved in this developing area of research.

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Rural Entrepreneurship and Innovation in the Digital Era is a pivotal reference source that provides vital research on the utilization of digital technologies in rural business ventures. Unlike other references, this book studies the conceptualization process of rural entrepreneurship and innovation with the intention of providing guidelines and support for entrepreneurs. While highlighting topics such as microfinancing, risk management, and rural development, this publication explores innovative practices as well as the methods of IT investment and management. This book is ideally designed for business professionals, entrepreneurs, business researchers, academics, and business students.

This third edition prepares entrepreneurs for the rewards and pitfalls of this career choice. It explores a new theme on how to effectively manage a start-up company. Focus on Real Entrepreneurs sections highlight how entrepreneurs position their companies to meet the various marketing, financial, and technological challenges. Management Track sections present key management issues while following the development of a real company. Entrepreneurs will also find real situations and examples on which they can practice the broad range of skills required to start and build a company in today's complex world.

Entrepreneurship education has gained considerable interest in the last decade, both in the political and academic arenas, because it fosters innovation and plays a crucial role in developing the business landscape. However, instructors are faced with challenges

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related to creating successful learning objectives, suitable methodologies, and measuring the impact of these programs. *Global Considerations in Entrepreneurship Education and Training* provides an interdisciplinary approach to foster and support entrepreneurship and the development of entrepreneurial competences in students. Providing insights from developed and developing countries, it features coverage on a broad range of topics such as learning environments, blended learning approaches, learning methodologies, and teacher education. This book is ideally designed for academics, university teachers, researchers, post-graduate students, and developers and researchers.

Small businesses are the backbone of the tourism and hospitality industry and, depending on which statistics one uses, represent somewhere between 75 to 95 percent of all firms globally in this sector. The number of entrepreneurs has dramatically and uniformly increased globally over the last ten years. Divided into four sections, *Entrepreneurship and Small Business Management in the Hospitality Industry* takes an intuitive step-by-step progression through each stage of the entrepreneurial process: context, theoretical perspectives and definitions; Concept to reality; The business plan; Growth and the future. Ideal for students at any level, the chapters of this book invite you to ponder upon your reading through a series of 'reflective practice' activities. These, along with case studies, clearly defined chapter objectives, reflections, role-play activities and experiential exercises, allow you to both think actively about themes,

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concepts and issues and then apply them to a number of suggested scenarios. Perfect preparation for the up-and-coming entrepreneur!

This book brings together papers presented at the 3rd Conference of Research in Economics and Management (CIREG) held in Morocco in May 2016. With a focus on the challenges of SMEs and innovative solutions, they highlight the contribution of researchers in the fields of business and management, with all their micro and macro-economic aspects. They shed light on the universal scientific vision of the importance of SMEs with answers relevant to their local context and adapted to their specific national situation. The relevance of SME research lies in its heuristic value of analyzing change, rather than in constructing a category, a particularly useful empirical concept. This first volume is focused on economic issues.

Innovation and Entrepreneurship 3rd Edition is an accessible text on innovation and entrepreneurship aimed specifically at undergraduate students studying business and management studies, but also those on engineering and science degrees with management courses. The text applies key theories and research on innovation and entrepreneurship and then reviews and synthesises those theories and research to apply them in a much broader and contemporary context, including the corporate and public services, emerging technologies and economies, and sustainability and development and creating and capturing value from innovation and entrepreneurship. In this third edition the authors continue to adopt an explicit process model to help

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organise the material with clear links between innovation and entrepreneurship. This text has been designed to be fully integrated with the Innovation Portal at www.innovation-portal.info, which contains an extensive collection of additional resources for both lecturers and students, including teaching resources, case studies, media clips, innovation tools, seminar and assessment activities and test questions. This book reports on practical approaches for facilitating the process of achieving excellence in the management and leadership of organizational resources. It shows how the principles of creating shared value can be applied to ensure faster learning, training, business development, and social renewal. In particular, the book presents novel methods and tools for tackling the complexity of management and learning in both business organizations and society. It covers ontologies, intelligent management systems, methods for creating knowledge and value added. It gives novel insights into time management and operations optimization, as well as advanced methods for evaluating customers' satisfaction and conscious experience. Based on the AHFE 2016 International Conference on Human Factors, Business Management and Society, held on July 27-31, 2016, Walt Disney World®, Florida, USA, the book provides both researchers and professionals with new tools and inspiring ideas for achieving excellence in various business activities.

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