

Umfrage Pro Business Edition

Urs Fueglistaller, Christoph Müller, Susan Müller, Thierry Volery

Business Development and Economic Governance in Southeastern Europe Pantelis Sklias, Persefoni Polychronidou, Anastasios Karasavvoglou, Victoria Pistikou, Nikolaos Apostolopoulos, 2022-09-21 This book addresses contemporary and modern topics around business growth and economic development in Southeastern Europe. It covers a wide range of business issues focusing on the adoption of new technologies, finance of SMEs, place marketing, value co-creation, contribution to economic growth, and internationalization. Moreover, it sheds new light on the micro- and macroeconomic developments and monetary policy issues in the Eastern European and Balkan countries. This book is a useful tool for scholars in economics and finance interested in the further economic development of the Balkans and Eastern European countries as well as to professionals in the business, financial and insurance sectors.

Sustainable Business Management Dietmar Ernst, Ulrich Sailer, Robert Gabriel, 2023-03-27 This comprehensive textbook gives an insight into all relevant aspects of business administration, as they are all subject to fundamental changes due to the transformation to a more sustainable economy. It starts with the background on sustainability and the scientific classification of sustainable business administration. Next, it sheds light on the boundary conditions regarding environmental economics and social responsibility. The next section deals with management functions, from strategy and international management to change management, legal implications and HR management. The last part focuses on value creation. Here, the authors shed light on the influence of sustainability in all areas of the corporate value chain, from procurement on to production and ending with marketing and sales. Also addressed are expert functions such as environmental management or sustainable product design, which are essential in driving sustainable innovation in a dynamically changing environment.

National Action Plans in the Global Governance of Business and Human Rights Yannick Poullie, 2022-05-31 Diese Arbeit analysiert Nationale Aktionspläne für Wirtschaft und Menschenrechte als bedeutsamen Schritt in der Entwicklung unternehmerischer Menschenrechtsverantwortung. Angeleitet vom diskursiven Institutionalismus und gerahmt von einer Interpretation des Politikfeldes als Wettbewerb konkurrierender Ideen wird am Beispiel von Schweden und Deutschland detailliert der Einfluss staatlicher und nichtstaatlicher Akteure im Politikprozess beleuchtet und aufgezeigt, unter welchen Bedingungen unternehmerische Menschenrechtsverantwortung größere Verbindlichkeit gewinnt. Die Studie leistet theoretisch und empirisch einen innovativen Beitrag zur politikwissenschaftlichen Menschenrechtsforschung.

Business Brilliant Lewis Schiff, 2013-03-19 In *Business Brilliant*, Lewis Schiff combines compelling storytelling with ground-breaking research to show the rest of us what America's self-made rich already know: It's synergy, not serendipity that produces success. He explodes common myths about wealth and explains how legendary entrepreneurs such as Richard Branson, Suze Orman, Steve Jobs, and Warren Buffet have subscribed to a set of priorities that's completely different from those of the middle class. Schiff identifies the seven distinct principles practiced by individuals who may or may not be any smarter than the rest of the population, but seem to understand instinctively how money is made. This guide also reveals how these business icons excel in areas of team building, risk management, and leadership development to accumulate their wealth. He offers a practical four-step program, from choosing one's livelihood and pinpointing skills to focus on, to negotiating job terms and salary, in order to bring upon greater success. *Business Brilliant* by Lewis Schiff, coauthor of *The Middle Class Millionaire: The Rise of the New Rich and How They are Changing America* and *The Armchair Millionaire*, can help you can achieve better results in your business and in your career.

Beyond the Ultimate Question Bob E. Hayes, 2009-05-04 Business growth depends on

more than asking a single question. Challenging the widely touted Net Promoter Score (NPS) claims, author Bob E. Hayes provides compelling evidence that, to grow their business, companies need to look beyond this simple question to efforts on improving the entire customer feedback program (CFP). First, customer loyalty consists of three components, advocacy, purchasing, and retention, each providing unique and useful information regarding future business growth. By measuring these three components of customer loyalty, companies will be better able to manage their customer relationships to maximize growth through new and existing customers. Second, because of the diverse business practices companies can employ with respect to their CFPs, there are hundreds of different ways a company can structure its particular program. Some companies have top executive support for their programs while others do not. Some companies integrate their customer feedback data into their daily business processes while others keep them separate. Some companies use customer feedback results as part of their employee incentive programs while other companies rely on more traditional incentive programs. Still some companies conduct in-depth customer research using their feedback data while others rely on basic reporting of their customer feedback data for their customer insight. But are there critical elements of a customer feedback program that are absolutely necessary for its success? Can a company exclude some elements from its program without adversely impacting its effectiveness? How important are certain components in increasing customer loyalty? This book answers these questions. It is a direct result of the author's scientific research and professional experience in the field of customer satisfaction and loyalty. This book represents the first scientific study that has tried to identify the best practices of customer feedback programs. Hayes formally collected information from many CFP professionals regarding how they structure their CFPs, and identified specific CFP practices that lead to higher levels of customer loyalty. Additionally, he worked first-hand with employees from Microsoft, Oracle, Harris Stratex Networks, Akamai, and American Express Business Travel in gathering insights and case studies to illustrate how to build a world class CFP. Learn why companies should look beyond the NPS as the ultimate question and learn how to design an effective CFP that will help improve the customer experience, increase customer loyalty, and, ultimately, drive business growth. For those unfamiliar with CFPs, the appendices provide detail on methods used in the main body of the book: a discussion on methods of determining customer requirements (those elements of your business that are important to your customers), a complete discussion on how to write survey questions, and brief discussions on particular statistical analysis methods that can help you understand how customer feedback data are analyzed.

Intercultural Competencies in China Helena Maria Lischka, Peter Kürble, 2017-10-04

This volume focuses on a market that is one of the world's economically most important and at the same time one of the most difficult to understand culturally - at least from a Western point of view. China is the world's second largest economy in terms of nominal GDP and the largest in terms of purchasing power parity. At the same time, China has one of the world's oldest cultures and was the cradle for extremely influential philosophical approaches that even today continue to have a tremendous impact on every sphere of Chinese society. As a result, business in China is - directly or indirectly - influenced by a distinct Chinese pragmatism, personalized networking (guanxi), the concept of saving face and the idea of business as a battlefield. Familiarity with Chinese culture and negotiating practices is a key factor for promoting successful business transactions. In this book, the authors aim to close the gap between publications that are of purely academic interest, on the one hand, and general guidebooks on the other. *Intercultural Competencies in China* provides a comprehensive selection of topics that are crucial for understanding what lies behind cultural differences - making the book essential reading for business purposes and private contacts in China. Although the book is academically oriented, all of the essays are

also accessible for the general reader.

Influential Peers! Consumer behavior and complex business relationships in food supply chain networks Christoph Wiedenroth, 2024-01-25 Consumers and primary producers are identified as important stakeholders in the necessary evolution to more sustainable agri-food supply chains. To contribute to their sustainable development, this dissertation analyzes both consumers current sustainability led food consumption trends and complex interactions among primary producers in food supply chain networks (FSCN). With respect to consumers, the influence of consumer comprehension on purchasing behavior of food products that carry sustainable food labels is investigated. Furthermore, characteristics of food consumption trends receptive to technological innovations, namely social media marketing, and driven by social innovations, this being consumers' motives to consume food products for health-related luxury reasons are analyzed. Among primary producers, this dissertation investigates the influence of multiplex relationship dynamics, i.e. the influence of business and personal relationship dynamics among social network members on farmers' strategic FSCN decisions.

HCI International 2022 Posters Constantine Stephanidis, Margherita Antona, Stavroula Ntoa, 2022-06-21 The four-volume set CCIS 1580, CCIS 1581, CCIS 1582, and CCIS 1583 contains the extended abstracts of the posters presented during the 24th International Conference on Human-Computer Interaction, HCI 2022, which was held virtually in June - July 2022. The total of 1276 papers and 275 posters included in the 40 HCI 2021 proceedings volumes was carefully reviewed and selected from 5583 submissions. The posters presented in these four volumes are organized in topical sections as follows: Part I: user experience design and evaluation; visual design and visualization; data, information and knowledge; interacting with AI; universal access, accessibility and design for aging. Part II: multimodal and natural interaction; perception, cognition, emotion and psychophysiological monitoring; human motion modelling and monitoring; IoT and intelligent living environments. Part III: learning technologies; HCI, cultural heritage and art; eGovernment and eBusiness; digital commerce and the customer experience; social media and the metaverse. Part IV: virtual and augmented reality; autonomous vehicles and urban mobility; product and robot design; HCI and wellbeing; HCI and cybersecurity.

Cross-Cultural Consumer Behavior Katja Gelbrich, Stefan W. Müller, Stanford A. Westjohn, 2023-05-09 This cutting-edge book unpacks the relationship between culture and consumer behavior to present the state-of-the-art in cross-cultural consumer research. Examining how culture shapes what consumers seek, evaluate and choose to purchase, Cross-Cultural Consumer Behavior explains why and how cultural values such as individualism, indulgence, or uncertainty avoidance influence consumers' buying behavior.

War for Growth David Lange, Steffen Manes, 2013 The Chinese Internet market, with its countless people looking to consume innovative products, offers a huge potential for foreign Internet firms. Still, almost none of them have so far been successful in this highly competitive environment. Foreign Internet firms obviously face numerous difficulties and risks when entering China, leaving those behind that don't enter prepared. The mission of this book is to give an answer to the question of how technology companies with an online based business model can avoid the same fate as their counterparts and at the same time use the massive growth opportunities that China has to offer. The main findings in this book are based on a Master Thesis written by one of the authors as well as subsequent research on the topic. It is then supplemented with unique and valuable insights from self-conducted interviews with top European entrepreneurs. We hope you enjoy reading this book!

Business Guide for Strategic Management Alfred-Joachim Hermann, 2023-07-26 This book follows the credo Don't work hard - work smart. Smart in the sense of cleverness, systematic organization of work and time as well as farsightedness to open up business perspectives. In alphabetical order, the book presents the success factors, methods and

strategies that help strengthen market positions and realign strategies. The clear chapters are also very suitable for reference. The book is aimed at managers, executives and self-employed people who want to use their most valuable resources sustainably and consciously to develop products and services that customers really want. Over 100 national and international case studies provide a high utility value. For the 2nd edition, numerous text passages have been revised, new case studies have been integrated and up-to-date data material has been made accessible. With valuable practical tips at the end of each chapter. The electronic usage of the German-language edition of the book has so far led to more than 1.6 million accesses.

Business Ethics Christoph Lutge, Matthias Uhl, 2021-03-18 In an increasingly globalized world, business ethics continues to gain importance as a field of study. This book provides a comprehensive overview of the essential concepts of business ethics related to the economy as a whole, as well as more closely understood corporate ethics related to the individual company. In contrast to more casuistic works on the topic, special emphasis is placed on a coherent theoretical foundation that puts economic analysis tools at the centre of the consideration. Both classical and experimental economic approaches and results are called upon. The importance of often-neglected dilemma structures and the resulting implications for an ethics of the modern age are given wide scope, while special attention is also paid to the value of empirical research for business ethics. A substantial portion of the book is devoted to corporate ethics and explores issues that encompass corporate responsibility in the context of compliance, corporate social responsibility, corporate citizenship, and creating shared value. This is intended to provide students and academics with an aid in the theoretical classification of the variety of concepts that often coexist incoherently in contemporary debate. As the topic has evolved, it has extended far beyond narrow disciplinary boundaries. This book is intended for students in the social sciences, particularly economics, business, and psychology, as well as the computer sciences, engineering, and the natural sciences.

Impacts and Implications for the Sports Industry in the Post-COVID-19 Era

Faganel, Armand, Rižnar, Igor, Baruca, Arne, 2021-06-25 The sports industry had impressive global growth over the years, with factors from the introduction of e-sports and new streaming and viewing methods to sponsorships and digital media contributing to its rise. However, the COVID-19 pandemic brought upon a rapid change in this sector. Sports' seasons ended abruptly, people's escape from reality suddenly vanished, their spending attitudes changed, live games and commercial flights were suspended, hotels were impossible to book, and consumers practically turned into prisoners within their own homes. No live sports matches were to follow on any media either, so specialized sports channels were forced to play old recordings rather than broadcasting new events. Even athletes themselves struggle to stay relevant and thus, try to utilize creative methods to enhance their brand value in these difficult times. With most of the sports leagues shut down during the pandemic, with a few exceptions which performed in empty venues, the restrictions diminished the sports experience compared to the pre-COVID-19 era and the impacts were widespread. *Impacts and Implications for the Sports Industry in the Post-COVID-19 Era* explores the changes that have been and will continue to be created by the unexpected disruptions that occurred as a result of the pandemic within the sports industry, fans consumption, and recreational habits. The chapters explore the status of sports after the pandemic, paths to recovery, and the future of sports, along with the many impacts and issues that have arisen due to changes in the industry necessitated by COVID-19. Covering important topics such as mental health, impacts on athletes and coaches, the market value for professional sports, consumer behavior during COVID-19, and the changes in marketing, tourism, and business, this book is ideally intended for sports managers, marketers, broadcasting agencies, media specialists, brand managers, fitness professionals,

practitioners, stakeholders, researchers, academicians, and students interested in the impacts on the sports industry and the outlook for sports in the post-COVID-19 era.

Sales and Business Models in the Logistics Industry Alexander Nowroth, 2022-12-02 This book shows how logistics service providers can develop viable strategies for sustainable growth and thus position themselves for the future. The logistics industry is changing rapidly, and in this one of the most fiercely competitive industries, predominantly stationary distribution organizations are helping to keep their own companies on track for success. However, the existence of these companies has never been more at risk than it is today, as most not only have outdated IT, but also a deficient distribution structure. Especially during the high rate increases of recent years, most companies fell far short of their earnings potential. In terms of volume, they are no longer growing at a sufficient rate or are even risking their continued existence. The author explains the new rules for success in the logistics industry using examples and shows step by step which trends the future will bring and which strategies must be used to meet these demands today. The book also makes clear how logistics companies can establish a lasting high-performance culture in their sales department and how they can succeed in winning over sales staff and retaining them in the long term.

The 1998 Business Work-life Study Ellen Galinsky, James T. Bond, 1998 This study surveyed a representative sample of 1,057 companies with 100 or more employees to assess how U.S. companies are responding to the work-life needs of the nation's changing workforce. Specifically, the study sought to identify the extent to which companies provide benefits, programs, and policies and create supportive workplace environments addressing employees' work-life needs, and the characteristics of companies most likely to provide this assistance and support. The findings indicated that companies typically allowed workers to leave work to attend school/child care functions; employees were also allowed to return to work gradually following childbirth/adoption. Only 10 percent of company representatives thought that using flexible time and leave policies jeopardized employees' advancement opportunities. Companies were more likely to provide low-cost child care options such as dependent care assistance plans than high-cost options such as on-site child care. More than half the companies provided Employee Assistance Programs addressing work-life issues. Twelve percent of companies offered some type of program for teenage children of employees. Companies were most likely to train supervisors in managing diversity and least likely to have career counseling programs for women. Almost all companies offered health insurance for full-time employees, but only 33 percent offered benefits to part-time employees. Companies most likely to provide work-life program and supportive work environments were involved in finance/insurance/real estate services, were larger, had a larger proportion of top executive positions filled by women or minorities, a larger percentage of women or part-time employees, a lower percentage of hourly or union employees, a larger number of company sites, and reported difficulty in filling positions. (KB)

Kundenbindung bei Professional Business Services Zelal Ates, 2019-01-10 Kundenbindung und ihre Einflussfaktoren sind in der Marketingliteratur in den letzten Jahren eingehend erörtert worden. Dies gilt allerdings weniger im Hinblick auf Professional Business Services, d. h. unternehmensorientierte wissensintensive Dienstleistungen wie beispielsweise juristische Dienste, Finanzdienstleistungen, Unternehmensberatungsleistungen, Marktforschungsleistungen und die Leistungen von Werbeagenturen. Im Rahmen einer konzeptionell und empirisch angelegten Untersuchung entwickelt Zelal Ates erstmals ein umfassendes Modell zur Erklärung von Kundenbindung bei Professional Business Services und leitet daraus Implikationen für die Unternehmenspraxis sowie die Forschung ab. Das Buch wendet sich an Wissenschaftler, Dozenten und Studierende der Betriebswirtschaftslehre mit den Schwerpunkten Marketing

und Dienstleistungsmanagement sowie an Führungskräfte in Unternehmen und Unternehmensberater.

Analyzing Global Social Media Consumption Wamuyu, Patrick Kanyi, 2020-10-16 Social media has revolutionized how individuals, communities, and organizations create, share, and consume information. Similarly, social media offers numerous opportunities as well as enormous social and economic ills for individuals, communities, and organizations. Despite the increase in popularity of social networking sites and related digital media, there are limited data and studies on consumption patterns of the new media by different global communities. Analyzing Global Social Media Consumption is an essential reference book that investigates the current trends, practices, and newly emerging narratives on theoretical and empirical research on all aspects of social media and its global use. Covering topics that include fake news detection, social media addiction, and motivations and impacts of social media use, this book is ideal for big data analysts, media and communications experts, researchers, academicians, and students in media and communications, information systems, and information technology study programs.

Interviewing in a Changing World Jonathan Howard Amsbary, Larry Powell, 2018 Covering several unique interviewing situations that are on the cutting edge of communication research, this book provides an interview with a professional from the field and multiple sidebars on related theoretical and applied issues within each chapter. --

Strategic Equity Partnerships in Professional Football Tobias Duffner, 2020-07-28 The study explores the underlying motives and processes why and how corporate sponsors and professional football clubs in Germany enter into an additional share deal given the contradictory nature of corporations (monetary driven) and football clubs (maximising sporting success while operating in economic equilibrium). This work aims to generate theory within the specific field of professional football and to provide recommendations for action.

Entrepreneurship Urs Fueglistaller, Christoph Müller, Susan Müller, Thierry Volery, 2015-09-19 Anerkannte wissenschaftliche Experten erläutern in diesem umfassenden Lehrbuch die Grundkonzepte des Entrepreneurship sowie die wesentlichen Aspekte für ein erfolgreiches unternehmerisches Engagement. In jedem Kapitel sorgen ein Unternehmerportrait und eine auf realen Unternehmenssituationen basierende Fallstudie aus Deutschland, Österreich oder der Schweiz für einen gelungenen Theorie-Praxis-Transfer. Für die 4. Auflage wurden alle Kapitel überarbeitet. Neue wissenschaftliche Erkenntnisse wurden berücksichtigt.

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