How Fast Can Your Company Afford To Grow

The first-of-its-kind guide to making optimal, sustainable cloud adoption decisions for your enterprise. * *Shows how to optimize cloud adoption by aligning business and IT requirements, pain points, strengths, and inhibitors. *Includes practical examples that clarify when cloud computing makes sense. *Shows how to reduce risk and increase ROI by incorporating cloud services into existing enterprise architecture, and identifies architectural refinements to increase the cloud's value. This is the first complete guide to cloud decision-making for senior executives in both technology and non-technology roles. IBM Global Business Services Executive IT Architect Pamela K. Isom shows how to build on and extend existing Enterprise Architecture (EA) investments to maximize the value of the cloud. Drawing on her extensive experience working with enterprise clients to deliver high-value cloud solutions, Isom presents: * *Practical business cases, vignettes, and techniques to help both consumers and providers understand when cloud investments make sense. *Litmus tests and decision trees for guiding cloud decision making. *A clear explanation of why it's so important to reflect current Enterprise Architecture in cloud decision-making, and what happens when companies don't. *Proven methods for incorporating cloud considerations into existing EAs. *Guidance on identifying and prioritizing cloud enablement candidates and building adoption roadmaps. *Potential EA refinements that help drive more value from the cloud. *Illustrative examples of cloud deployments that minimize risk and optimize ROI Includes a foreword by IBM Fellow Kerrie Holley, co-inventor of Service- Oriented Modeling and Architecture (SOMA) and the Service Integration Maturity Model (SIMM).

A year of HBR's essential thinking on tech--all in one place. From the latest applications of AI to blockchain-enabled business models to 5G networks, the most important technological innovations of the past year are reshaping the present and future of business. What should you and your company be doing now to take advantage of the new opportunities they are creating? The Year in Tech, 2021: The Insights You Need from Harvard Business Review will help you understand today's most essential thinking on these topics, what the latest tech innovations mean for your organization, and how you can use them to compete and win in the new landscape of business. Business is changing. Will you adapt or be left behind? Get up to speed and deepen your understanding of the topics that are shaping your company's future with the Insights You Need from Harvard Business Review series. Featuring HBR's smartest thinking on fast-moving issues--blockchain, cybersecurity, AI, and more--each book provides the foundational introduction and practical case studies your organization needs to compete today and collects the best research, interviews, and analysis to get it ready for tomorrow. You can't afford to ignore how these issues will transform the landscape of business and society. The Insights You Need series will help you grasp these critical ideas--and prepare you and your company for the future.

Delve into the world of real-world financial applications using deep learning, artificial intelligence, and production-grade data feeds and technology with Python Key Features Understand how to obtain financial data via Quandl or internal systems Automate commercial banking using artificial intelligence and Python programs Implement various artificial intelligence models to make personal banking easy Book Description Remodeling your outlook on banking begins with keeping up to date with the latest and most effective approaches, such as artificial intelligence (AI). Hands-On Artificial Intelligence for Banking is a practical guide that will help you advance in your career in the banking domain. The book will demonstrate AI implementation to make your banking services smoother, more cost-efficient, and accessible to clients, focusing on both the client- and server-side uses of AI. You'll begin by understanding the importance of artificial intelligence, while also gaining insights into the recent AI revolution in the banking industry. Next, you'll get hands-on machine learning experience, exploring how to use time series analysis and reinforcement learning to automate client procurements and banking and finance decisions. After this, you'll progress to learning about mechanizing capital market decisions, using automated portfolio management systems and predicting the future of investment banking. In addition to this, you'll explore concepts such as building personal wealth advisors and mass customization of client lifetime wealth. Finally, you'll get to grips with some real-world AI considerations in the field of banking. By the end of this book, you'll be equipped with the skills you need to navigate the finance domain by leveraging the power of AI. What you will learn Automate commercial bank pricing with reinforcement learning Perform technical analysis using convolutional layers in Keras Use natural language processing (NLP) for predicting market responses and visualizing them using graph databases Deploy a robot advisor to manage your personal finances via Open Bank API Sense market needs using sentiment analysis for algorithmic marketing Explore AI adoption in banking using practical examples Understand how to obtain financial data from commercial, open, and internal sources Who this book is for This is one of the most useful artificial intelligence books for machine learning engineers, data engineers, and data scientists working in the finance industry who are looking to implement AI in their business applications. The book will also help entrepreneurs, venture capitalists, investment bankers, and wealth managers who want to understand the importance of AI in finance and banking and how it can help them solve different problems related to these domains. Prior experience in the financial markets or banking domain, and working knowledge of the Python programming language are a must.

The ultimate guide to document the processes of your organization in only 11 steps. The book describes a simple way to handle the very difficult task of documenting all the company processes. In just 11 steps, you can document the process of your company in less than 3 months

More than half of all businesses in the U.S. don't make it to their fifth birthday, and nearly 70 percent are gone by year ten. How do businesses get into trouble? A hundred different ways. Poor cash flow, undercapitalization, lax financial controls, poor worker productivity, boneheaded mistakes, inefficient processes, failure to adapt, loss of enthusiasm . . . the list goes on and on. The fact is, many businesses that face life-threatening challenges, or are just stuck in the doldrums, can turn their fortunes around. And Jonathan Lack is the expert who can show you how. Lack is a turnaround specialist—the guy called in to reinvigorate a stalled company or revamp the poor practices that reduce sales and decimate profits. Once he's done, the company is again on the road to growth and profitability. Plan to Turn Your Company Around in 90 Days is a pragmatic, step-by-step guide to helping your company not only survive but begin to grow again. Among other things, this book will teach you how to improve your company's cash flow, how to better manage your payroll and employee productivity, and how to get better results from your marketing and sales efforts. Turn Your Company Around in 90 Days will help you develop a framework to create a strategic plan that will move your company in the right direction and breathe new life into tired or worn-out operations and products. Plan to Turn Your Company Around in 90 Days will immediately help your firm in the following areas: How to get to "cash flow positive" and then grow How to manage technology better How to manage your payroll and employee productivity How to improve marketing and increase sales How to restore profitability How to manage your board of directors and investors If you're at all fearful that your company may not last the next couple of years, this book is for you.

The definitive "Customer Success Manager How-To-Guide" for the CSM profession from Gainsight, who brought you the market-leading Customer Success The Customer Success Manager has become a critical asset to organizations across the business landscape. As the subscription model has spread from the cloud and SaaS to more sectors of the economy, that pivotal role will only grow in importance. That's because if you want to compete and thrive in this new environment, you need to put the customer at the center of your strategy. You need to recognize you're no longer selling just a product. You're selling an outcome. Customer Success Managers (CSM) are committed to capturing and delivering those outcomes by listening to their customers, understanding their needs, and adapting products and services to drive success. Although several existing resources address the customer success imperative, there is no authoritative instruction manual for the CSM profession—until now. The Customer Success Professional's Handbook is the definitive reference book for CSMs and similar roles

in the field. This practical, first-of-its-kind manual fills a significant gap in professional customer success literature, providing the knowledge every CSM needs to succeed—from the practitioner level all the way to senior leadership. The authors—acknowledged experts in building, training, and managing Customer Success teams—offer real-world guidance and practical advice for aspiring and experienced CSMs alike. The handbook is written by practioners for practioners. An indispensable resource for front-line Customer Success Managers, this much-needed book: Demonstrates how to build, implement, and manage a Customer Success team Helps new CSMs develop their skills and proficiency to be more employable and grow in their careers Provides clear guidance for managers on how to hire a stellar CSM Presents practical tactics needed to drive revenue growth during renewal, expansion, and customer advocacy opportunities Explains proven methods and strategies for mentoring CSMs throughout their careers Offers valuable insights from Gainsight, the Customer Success Company, and the broader customer success community with more than a dozen of the industry's most respected leaders contributing their perspectives Currently, with over 70,000 open positions, Customer Success Manager in one of the fastest-growing jobs in the world. The Customer Success Professional's Handbook: How to Thrive in One of the World's Fastest Growing Careers—While Driving Growth For Your Company will prove to be your go-to manual throughout every stage of your CSM career.

Presents guidelines on how to invest successfully by becoming a "prudent speculator," explaining the role of psychology in risk taking while covering such topics as spotting an undervalued stock and knowing when to sell.

Your Company Isn't Fast Enough. Here's How to Change That. The traditional hierarchical organization is dead, but what replaces it? Numerous new models--the agile organization, the networked organization, and holacracy, to name a few--have emerged, but leaders need to know what really works. How do you build an organization that is responsive to fast-changing markets? What kind of organization delivers both speed and scale, and how do you lead it? Arthur Yeung and Dave Ulrich provide leaders with a much-needed blueprint for reinventing the organization. Based on their in-depth research at leading Chinese, US, and European firms such as Alibaba, Amazon, DiDi, Facebook, Google, Huawei, Supercell, and Tencent, and drawing from their synthesis of the latest organization research and practice, Yeung and Ulrich explain how to build a new kind of organization (a "market-oriented ecosystem") that responds to changing market opportunities with speed and scale. While other books address individual pieces of the puzzle, Reinventing the Organization offers a practical, integrated, six-step framework and looks at all the decisions leaders need to make--choosing the right strategies, capabilities, structure, culture, management tools, and leadership--to deliver radically greater value in fast-moving markets. For any leader eager to build a stronger, more responsive organization and for all those in HR, organizational development, and consulting who will shape and deliver it, this book provides a much-needed roadmap for reinvention.

This proceedings book presents outcomes of the Innovative Economic Symposium – 2020 organized by the Institute of Technology and Business in ?eské Bud?jovice (VŠTE) in Russia in collaboration with two universities: Financial University under the Government of the Russian Federation (Moscow) and Samara State University of Economics (Samara). The symposium aims to bring together experts and young scientists in economy, management, international relations, finance, marketing, and professional education from Asian and European countries, to share knowledge and experience and discuss issues related to stable economic development, international business, entrepreneurship, Industry 4.0, cooperation between educational and business structures, strategic decision-making, and processes of economic globalization and fragmentation. The book consists of two parts corresponding to the thematic symposium areas. The book content covers two sections: stable development in unstable world and globalization and fragmentation forces of the current world economy. The main topics included in the book are as follows: - Where is the world moving to and where is the economy in it? - Institutionalization of innovations. - Network architecture of economic relations. - Competences for the future. - Smart change management. - Monetary and fiscal policy development as a factor of economic modernization. - Role of international trade in the economy globalization. - Impact of globalization and economic fragmentation on the enterprise's internal environment. - Financial conditions for entrepreneurship under the economic modernization. - Impact of scientific and technological progress on globalization and fragmentation of the economy.

The ...on a Shoestring series helps small business owners grow their business imaginatively, effectively and without spending a fortune. Aimed at entrepreneurs with plenty of vision and commitment but not a lot of cash, each book is packed with ideas that really work, real-life examples, step-by-step advice and sources of further information. Boosting your company's sales is essential if you're going to make a success of your business. This revised edition covers: Looking at your current sales and working out where you want to go next, Making sure you're meeting a need, Looking at your prices (and how you present them), Talking to and nurturing your new and existing customers, Improving your post-sales service and Working to guarantee repeat sales. 'Breeze through these neat little "Business on a Shoestring" books during your commute. Boosting Sales, Cash Management and Marketing and PR should cover your bases - and if things go wrong there's the optimistically titled Surviving a Downturn to get you back on your feet.' The Guardian

InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

Two world-renowned strategists detail the seven leadership imperatives for transforming companies in the new digital era. Digital transformation is critical. But winning in today's world requires more than digitization. It requires understanding that the nature of competitive advantage has shifted—and that being digital is not enough. In Beyond Digital, Paul Leinwand and Matt Mani from Strategy&, PwC's global strategy consulting business, take readers inside twelve companies and how they have navigated through this monumental shift: from Philips's reinvention from a broad conglomerate to a focused health technology player, to Cleveland Clinic's engagement with its broader ecosystem to improve and expand its leading patient care to more locations around the world, to Microsoft's overhaul of its global commercial business to drive customer outcomes. Other case studies include Adobe, Citigroup, Eli Lilly, Hitachi, Honeywell, Inditex, Komatsu, STC Pay, and Titan. Building on a major new body of research, the authors identify the seven imperatives that leaders must follow as the digital age continues to evolve: Reimagine your company's place in the world Embrace and create value via ecosystems Build a system of privileged insights with your customers Make your organization outcome-oriented Invert the focus of your leadership team Reinvent the social contract with your people Disrupt your own leadership approach Together, these seven imperatives comprise a playbook for how leaders can define a bolder purpose and transform their organizations.

Break your revenue records with Silicon Valley's "growth bible" "This book makes very clear how to get to hyper-growth and the work needed to actually get there" Why are you struggling to grow your business when everyone else seems to be crushing their goals? If you needed to triple revenue within the next three years, would you know exactly how to do it? Doubling the size of your business, tripling it, even growing ten times larger isn't about magic. It's not about privileges, luck, or working harder. There's a template that the world's fastest growing companies follow to achieve and sustain much, much faster growth. From Impossible to Inevitable details the hypergrowth playbook of companies like Hubspot, Salesforce.com (the fastest growing multibillion dollar

software company), and EchoSign—aka Adobe Document Services (which catapulted from $0 to $144 million in seven years). Whether you have a $1 billion or a $100,000 business, you can use the same insights as these notable companies to learn what it really takes to break your own revenue records. Pinpoint why you aren't growing faster Understand what it takes to get to hypergrowth Nail a niche (the #1 missing growth ingredient) What every revenue leader needs to know about building a scalable sales team There's no time like the present to surpass plateaus and get off of the up-and-down revenue rollercoaster. Find out how now!

From The Rules of Business Rule #1 The first rule of business is the same as the first rule of life: Adapt or die. "What gets measured, gets done." —Peter Drucker Rule #8 Nothing is more overrated than a new idea. Ideas by themselves are worthless. It's what you do with them that matters. "Bet on the jockey, not on the horse." —Malcolm Forbes "Best practices usually aren't." —Christopher Locke, co-author, The Cluetrain Manifesto Rule #49 If it is not right, don't do it; if it is not true, don't say it. "If you think you're too small to have an impact, try going to bed with a mosquito in the room." —Dame Anita Roddick, founder, The Body Shop In THE RULES OF BUSINESS, Fast Company's renowned editor in chief, John Byrne and the writers and editors of Fast Company, distill the major ideas and principles of the world of business into fifty-five essential rules. These rules are elaborated on and enhanced by quotes and insights from over 200 business leaders, practitioners, and thinkers into what is sure to be an essential desk reference for managers, professionals, and executives-to-be. Published on the tenth anniversary of the magazine, FAST COMPANY'S THE RULES OF BUSINESS features the essential principles behind today's most important business topics, from customer service to innovation, from strategic thinking to leadership and management. The book introduces each category with a two-page commentary, and weaves two to four essential rules throughout every chapter. At the end of each chapter a boxed, bulleted "Fast Take" section gives readers specific takeaways they can use in their day-to-day work. The heart of each chapter, however, is the quotes and insights on the subject culled from the great minds in business, both living and historical—leaders and thinkers such as Machiavelli and Jack Welch, Adam Smith and his invisible hand and Tom Peters on marketing Me, Inc., Michael Porter on (what else?) strategy and A.G. Lafley, Jeff Bezos on the perils of hiring the wrong person and Bill Gates on the value of information technology, Anne Mulcahy and Warren Buffett, and many more. FAST COMPANY'S THE RULES OF BUSINESS is the ultimate desk reference.

This title begins with an insightful synopsis of the business of the internet. This sets the stage for understanding the business principles that follow. The book also includes a step-by-step owner's manual, designed to give readers the tools they need to drive the net to greater profitability within their own business.

"Income Without a Job" goes beyond money, for wealth is beyond money, and "Income Without a Job" offers you a way to see your life options in a totally different way. If you choose to read this book, you can learn: => The 24/365 Dollar Developer System => How to identify your own personal Working Style => How to build long-lasting personal options => How to see opportunities that others miss => How to understand money and learn where to get it => How to turn your own dreams into reality => Where to get the resources to a steady income => How rich people overcame poverty. ... and a host of insider secret methods that assures you can live well without a paycheck. This is NOT a get rich quick program. And, you can get rich using these techniques. Income Without a Job is designed for those people who want to be free to live their lives - now! About starting down the success road and having the option to decide when and where you want to go! http: //www.income-without-a-job.com

Using the ancient Inuit whale hunt as a metaphor for big sales, Whale Hunting gives you a clear nine-phase model for successfully finding, landing, and harvesting whale-sized sales accounts—the kind of sales that transform your business. Here, you'll learn how to turn the dangerous endeavor of selling to large companies and big contracts into a strategy for continued success and growth. Stop wasting time with little accounts and start landing monster accounts.

This—revised and enhanced—book examines the role of finance in supporting other functional areas while fostering an understanding of how financial decisions can create value. Corporate Finance covers areas related to estimating divisional cost of capital; executing a financing strategy; establishing debt and dividend policies consistent with the company`s strategy and environment; choosing between dividends and stock repurchases; managing high growth and managing working capital. Its new topics include: - Corporate Financial Flexibility (Real options) - New Financial Instruments - Project Finance - Acquisitions and Control - Performance Measurement and Incentive Compensation The goal of this book is to provide a thorough understanding of how and why firms make their financial decisions the way they do and their impact on shareholder value. The central theme of the book is Value Based Management, which assumes that maximizing shareholder value is the governing objective of a firm. Each chapter of this new edition has detailed and real-life cases to help students easily understand and grasp concepts. The author has also provided the case-map of the Harvard Business School to make this book more user-friendly in classrooms. The inclusion of several new topics/cases, extensive pedagogical tools and a finance-for-non-finance approach make this book ideal for MBA/CA/CFA/ICWA students and executive education programs.

AARP Digital Editions offer you practical tips, provensolutions, and expert guidance. While a majority of workers have money invested in their 401(k)plans-and are relying on these funds for retirement-few trulyunderstand how to manage and maintain these accounts, especiallyduring the recent economic downturn. In 2008 alone, most 401(k)holdings declined by twenty percent. These losses, compounded byplan changes, have only led to more confusion. The Second Edition of Getting Started in RebuildingYour 401(k) Account offers up-to-date answers to frequentlyasked questions regarding these accounts and contains simplestrategies for improving 401(k) returns-including moving money outof company stock, rolling over plans when leaving an employer, andmoving some holdings to FDIC insured banks. Explains the basics of 401(k) plans from what they are to howthey work Discusses new rules in the 401 (k) arena, from automaticenrollment to how plans can be taxed Includes information on setting financial goals and choosingthe investments that are right for you 401(k) plans have become a significant source of retirementfunds for many. Learn how to make the most of them with theSecond Edition of Getting Started in Rebuilding Your401(k) Account.

Reporting Services is a powerful tool for SQL Server 2005 database administrators, developers, and other IT professionals, enabling them to make sense of the immense amount of data generated by enterprises of all sizes Shows readers how to create, manage, and distribute information as well as how to design, produce, and distribute reports that meet the needs of the stakeholder Contains practical insights and real-world solutions not found in other books Bridges the gap between those who manage data and those who need it

Provides the ideas, guidelines and techniques you need to capture the full potential of your CNC equipment. Nearly every aspect of CNC operations is addressed and the book is organized so you can use it as a step-by-step guide to efficient CNC utilization or

as a shop floor reference for continuous improvement. Hundreds of specific utilization-boosting techniques are detailed. Everywhere, products are being commoditized, services are being imitated, and traditional barriers to market entry are collapsing. To sustain competitive advantage in today's Copycat Economy, companies must break from the pack. This book will show how. Oren Harari starts by touring "Commodity Hell," and identifying 10 common mistakes that keep companies trapped in the pack. Next, Harari introduces six strategies for propelling your organization where competitors can't follow. Learn how to dominate markets (and when to leave them); how to create a "higher cause" that will mobilize stakeholders; and how to build a pipeline of cool, compelling products, in any industry. Harari reveals new ways to take customers far beyond mere "satisfaction," and shows how to innovate in even the most prosaic areas of a business. Learn how to avoid destructive mergers, and buy what really matters: talent, imagination, foresight, speed, rebelliousness, and inspiration. Finally, Harari offers a candid "12 Step" program for transforming leadership behavior to lead the charge -- and leave competitors in the dust.

The only way to ensure your company's success is to change faster on the inside than the world is changing on the outside No one knows the ins and outs of successful companies better than bestselling author Jason Jennings. Back in 2001, with It's Not the Big That Eat the Small, It's the Fast That Eat the Slow, Jennings proved that speed was the ultimate competitive advantage. But in 2015, companies of all sizes still struggle to adapt quickly. They know it's crucial to their future but need help to get everyone implementing speed and urgency at all levels. Jennings and his researchers have spent years up close and personal with thousands of organizations around the world—figuring out what makes them successful in both the short and long term. He understands the real challenges that keep more than eleven thousand CEOs, business owners, and executives up at night. And he knows how the best of the best combine speed and growth to deliver five times the average returns to shareholders. The High-Speed Company reveals the unique practices of businesses that have proven records of urgency and growth. The key distinction is that they've created extraordinary cultures with a strong purpose, more trust, and relentless follow-through. These companies burn less energy, beat the competition, and have a lot of fun along the way. Jennings shows how you can implement the same strategies that have made companies such as CoBank, O'Reilly Auto Parts, Grainger, Henry Schein, Google, and Johnson & Johnson great, including: • Encouraging employees to make the right moves without hesitation. J.M. Smucker has done this well by creating five guiding principles that employees at every level can apply to faster individual decision making. • Doing more to constantly innovate and bring in new customers. Besides spending more than $2 billion on research and development, Procter & Gamble sends its senior executives to the homes of families who use their products in one hundred different countries, to learn their stories and connect with them, gaining fresh insights for new products. • Being transparent about management decisions. Sonic Corp. knows this is the best way to drive trust and engagement with both employees and customers. Breathe easier. Handle any hurdle. Get things done faster. That's the way of the high-speed company . . . and Jennings shows you how to build and sustain your own.

Are you facing a crucial interview and don't want to risk losing that job because you lack confidence or you think your interview skills aren't up to scratch? Fiercely practical, this book could be the answer to all your problems. Whether you only have a few hours to prepare or a few weeks, Julie Gray will guide you through all the techniques and strategies you need to give yourself the edge in a competitive market. Areas covered include: - Assessing whether you really want the job - 5 things interviewers want to know about you - Different interview types, including assessments centres - Knowing yourself and what you want - Researching your potential employer - What to expect in the questions - Knowing how to answer - Knowing what you want to ask them - Planning ahead - Getting into the zone: confidence boosters - How to dress, behave and speak - Tricky questions and how to handle them - Clawing back the positive when things don't go to plan Quick and easy to use, 'Interview Success' makes it easy to focus on the areas of importance from avoiding clichéd answers to dealing with scary interviewers!

Adeptly address today's business challenges with this powerful new book from web analytics thought leader Avinash Kaushik. Web Analytics 2.0 presents a new framework that will permanently change how you think about analytics. It provides specific recommendations for creating an actionable strategy, applying analytical techniques correctly, solving challenges such as measuring social media and multichannel campaigns, achieving optimal success by leveraging experimentation, and employing tactics for truly listening to your customers. The book will help your organization become more data driven while you become a super analysis ninja! Note: CD-ROM/DVD and other supplementary materials are not included as part of eBook file.

Break From the PackHow to Compete in a Copycat EconomyPearson Education

What is special about Beyond? In Grammar • Covering the main topics assigned to this level • Presenting the topics simply, clearly, and sufficiently • Providing ample graded practice activities • Enhancing oral and written communication skills In Composition • Focusing on the writing process as an appropriate means to effective writing • Introducing the basic types of writing: expository, descriptive, narrative, and persuasive • Providing guided and semi-guided practice to ensure mastery of basic writing skills • Enhancing competency in writing freely and effectively Beyond is all that you need!

Refreshed, updated, and expanded. Do More Faster provides time-tested advice, tips, and experiences by founders and mentors of Techstars to help entrepreneurs succeed! David Cohen and Brad Feld, leading advocates for entrepreneurs and startups, team up to provide first-time entrepreneurs with the tools, insights, and experiences to help them do more faster. The authors share their decades of experience working with thousands of startup founders and have enlisted the advice of dozens of Techstars startup founders and mentors. Contributors include Tim Ferriss, Eric Ries, Matt Mullenweg (WordPress), Isaac Saldana (SendGrid), and other successful entrepreneurs. Co-founders of Techstars, the worldwide network that helps entrepreneurs succeed, Cohen and Feld recognize the daunting task of creating a sustainable business and have seen first-hand the common mistakes first-time entrepreneurs make over and over. The authors take the complexity and uncertainty of starting a business and distill the critical factors into seven themes: Ideas and Vision, People, Working Effectively, Product, Fundraising, Legal and Structure, and Work and Life Harmony. They share their hard-won successes, failures, and advice for anyone with an idea who wants to create a business. Throughout the book crucial questions are raised and addressed from multiple perspectives. ? How important is it to have an original idea? ?

How is founder conflict handled? ? What are the tradeoffs between bootstrapping and financing? Make-or-break decisions like company structure, hiring, and legal consequences are presented in an easy-to-understand style. Do More Faster will elevate your thinking on a range of important topics, help you avoid costly mistakes, and provide you with a resource to consult as you go from idea to successful business. If you have the drive and desire to start a business, need to create a vibrant entrepreneurial ecosystem in your community, or want to spark greater innovation in your organization—don't go it alone. Use the advice, tips, and tactics found throughout Do More Faster to give yourself the best chance of succeeding.

Business Chemistry: How to Build and Sustain Thriving Businesses in the Chemical Industry is a concise text aimed at chemists, other natural scientists, and engineers who want to develop essential management skills. Written in an accessible style with the needs of managers in mind, this book provides an introduction to essential management theory, models, and practical tools relevant to the chemical industry and associated branches such as pharmaceuticals and consumer goods. Drawing on first-hand management experience and in-depth research projects, the authors of this book outline the key topics to build and sustain businesses in the chemical industry. The book addresses important topics such as strategy and new business development, describes global trends that shape chemical companies, and looks at recent issues such as business model innovation. Features of this practitioner-oriented book include: Eight chapters covering all the management topics relevant to chemists, other natural scientists and engineers. Chapters co-authored by experienced practitioners from companies such as Altana, A.T. Kearney, and Evonik Industries. Featured examples and cases from the chemical industry and associated branches throughout chapters to illustrate the practical relevance of the topics covered. Contemporary issues such as business model design, customer and supplier integration, and business co-operation.

This publication focuses on the critical methods that can be used to dramatically improve the fiscal closing process. The Record to Report (R2R) or Fiscal Closing Process is at the core of the controllership function. The process includes transaction processing, internal and external reporting, and the internal controls—the people, processes, and technology—that constitute the corporate organizational hierarchy. CFOs, controllers, and corporate finance departments require timely, accurate, and consistent data to make appropriate operational and strategic decisions and fulfill statutory, regulatory, and compliance requirements with accurate and timely data. The Fast Close Toolkit offers both strategic and tactical suggestions that can significantly improve the fiscal closing process and provides guidance on new legislation requirements, systems and best practice processes. Checklists, templates, process narratives, and sample policies are provided for every component of the fiscal close. Investors and shareholders expect fast and easy access to the data created by current business activities in the information-driven digital age. The Fast Close Toolkit provides the necessary tools and expert advice to improve the fiscal closing process. Authoritative and up to date, this book: Identifies the bottlenecks that can impact the and improvethe fiscal close process and provides best practices to help alleviate these challenges Defines the Record to Report (R2R) and recommends the roles and responsibilities for fiscal close processes flow Offers the internal controls to use for the end-to-end fiscal close process Describes approaches for risk management, R2R, and fiscal close benchmarking Identifies KPIs for all aspects of the R2R process Provides the mechanism for developing a financial close scorecard Recommends leading practices for both external and internal reporting Provides guidance on how strategic planning, the budget and forecast processes can be streamlined to enhance the fiscal close and internal reporting results Written by a respected expert on internal controls and the fiscal closing process, The Fast Close Toolkit is a valuable source of information for professionals involved in controllership and have responsibility for the fiscal close.

For many professionals, enrollment in an MBA programme is no longer the most practical route to furthering career goals. Not only does it entail massive cost and ongoing debt, but the fast-moving nature of modern business has rendered large swaths of traditional curricula almost irrelevant. This collection of 4- books offers an alternative to the traditional pathways of business learning.

Written by a team of business and finance experts, Starting & Running a Business All-In-One For Dummies is a complete guide to every aspect of setting up and growing a successful business. Featuring straight-talking advice on everything from business planning and marketing, managing staff and dealing with legal issues, to bookkeeping and taking care of tax obligations, this book is your one-stop guide to turning your business plans into profit. This amazing all-in-one guide brings together specialists in finance, bookkeeping,planning, marketing and sales, staffing, taxation and more, all of them eager to share their hard-won expertise with you. Discusses ways to identify new business opportunities and how to put together a business plan Get the scoop on securing the financing you need to get started Includes tips on finding, managing, and retaining excellent staff Offers information on marketing and selling your products or services

Running a small business can be daunting to the contractor whose expertise is in building -- not finance or law. This book helps to demystify the day-to-day challenges that contractors face. Running a Successful Construction Company is acknowledged as the leading book in its field.

Outside of a crisis or emergency in your business, it is your choice to act with "first responder" urgency. In The Power of Urgency learn how to apply this kind of focus and commitment to your most important goals and objectives. It is THE way to shift a non-working status quo to something that serves your objectives. Why can The Power of Urgency give you the best system you may ever find for solving your biggest challenges? Because it is the fastest. If you can choose between a system that works when applied over a long period of time and one that works right now, which do you want? Me too. From bestselling author Steve Chandler: "When I first met Will Keiper, I thought he had a bit of a problem. He wasn't a very good compromiser. His preference was to challenge "go-along-to-get-along" company cultures and people. He was a man on the move and he sometimes came off as impatient. Some called him "brutally honest"—with the emphasis on the "brutal" part. He would call it getting to the "obvious truth." I later learned that what he had wasn't a problem at all. He had a special kind of objectivity and sense of urgency that was

his alone. It was how he knew to be most effective. He preferred results—and rapidly. It was clear he had found amazing strength and enlightenment on the other side of his warrior's sword. He had found his true calling as a genius change agent for-hire specializing in very rapid reversals of fortune. From failure to success, from stuck to moving, from broke to prosperous. He could go into a company, bring his own brand of applied urgency to its most challenging problems, turn things around for the better—and leave before they knew what hit them. Don't you wish we could all do that? Or, at the very least, have access to Will's brain to turn our own problems around that quickly? Prayer answered! This book is proof that you can bottle this stuff. At least Will Keiper can, because as far as I know only he understands how to do this. I've spent my life studying systems that work to change businesses and lives. There aren't many that work, but this is one that does—maybe even the best one."

NEW RULES FOR A NEW BUSINESS WORLD Thinking about starting a photography business? The first thing you need to know is that the rules have changed. Yesterday's business models have collapsed. Creating a successful business in today's "Digi-Flat" era requires a sharp new approach, one that Dane Sanders has practiced successfully and taught at Fast Track workshops and seminars all around the world. Some of the things you'll learn in this book: How to turn the very technologies that are "killing" professional photography—such as the Internet—into your tools of success -How to lead your business, not let your business lead you -How systematizing, scaling, and outsourcing are critical concepts even for a one-person business -How to radically rethink marketing, sales, and customer service for the 21st century -How to hone a creative vision that works—the most powerful step you can take as a businessperson The Fast Track Photographer Business Plan is not about building a "traditional" business plan that looks good on paper and impresses investors. It's about creating a vibrant, living business plan that will help you thrive in today's digital "Wild West," where creative content is freely distributed, where no one plays by the rules anymore, and where customers have unprecedented freedom in choosing what to buy and whom to hire. It's a groundbreaking look at running a creative business. Whether you're an amateur looking to go pro or a professional whose business has stalled, Dane's practical, on-the-ground advice will launch you on the fast track to business success. Includes free access to Dane's online "stress test" to diagnose your business's strengths—as well as where it needs help!

Faster Together Accelerating Your Team's Productivity There are more roadblocks to productivity today than ever before. Everyone who works must deal with countless emails, constant communication, cascading deadlines, and seemingly endless meetings. These can be managed efficiently, or they can be a huge time suck. When you're surrounded by slow-moving coworkers, you're stuck in a traffic jam of sorts. What makes the difference isn't individuals working harder or faster or smarter but "teaming well." You have at your disposal what Stack calls "the most powerful productivity machine in existence": your team. Individual productivity is just the beginning of business profitability; the real winner is team productivity. A good team can accomplish more, and more quickly, than any one Lone Ranger. Yes, there are always stars—in sports, Peyton Manning, Mia Hamm, and Stephen Curry come to mind—but they couldn't do their jobs without the rest of the team doing theirs. Bestselling author Laura Stack's FAST model mobilizes teams to be the most effective they can be, while keeping each other's best interests at heart. Using her original model, teams learn to work together Fairly, accept Accountability, apply Systems Thinking, and maximize available Technology. An interactive assessment helps you evaluate your team's current speed and rate of acceleration. By the end of this book, you'll truly understand the abilities of your team. Team members will ask themselves, "How can I help my team go faster together?" You work to save everyone else time, and they work to save you time. For your business to win, everyone must contribute. As Stack puts it, "Team up; don't slow down!" So, rev your team's engines, and you'll soon be roaring down the track together!

The bestselling guide to the field, updated with the latest innovations Essentials of Supply Chain Management is the definitive guide to the field, providing both broad coverage and necessary detail from a practical, real-world perspective. From clear explanation of fundamental concepts to insightful discussion of supply chain innovation, this book offers students and professionals a comprehensive introduction with immediately-applicable understanding. The fourth edition has been updated to reflect the current state of the field, with coverage of the latest technologies and new case studies that illustrate critical concepts in action. Organized for easy navigation and ease-of-use, this invaluable guide also serves as a quick reference for managers in the field seeking tips and techniques for maximizing efficiency and turning the supply chain into a source of competitive advantage. The supply chain underpins the entire structure of manufacturing and retailing. Well-run, it can help a company become a global behemoth—or, if poorly-managed, it can sink a company before the product ever sees the light of day. The supply chain involves many moving parts, constantly-changing variables, and a network of other business that may have different priorities and interests—keeping it all running smoothly is a complex, but immensely powerful skill. This book takes you inside the supply chain to show you what you need to know. Understand the fundamental concepts behind supply chain management Learn how supply chains work, and how to measure their performance Explore the ways in which innovation is improving supply chains around the world Examine the supply chain as a source of competitive advantage Whether you're at the front or the back of your supply chain, your business is affected by every other company and event in the chain. Deep understanding and a host of practical skills are required to accurately predict, react to, and manage the ever-changing stream of events that could potentially disrupt the flow. Essentials of Supply Chain Management prepares you to take on the challenge and succeed.

Apply proven critical thinking processes and supercharge your business Alamo Learning Systems has been providing Critical Thinking Skills (CTS), problem solving, decision-making, preventive action, and innovation training solutions to the corporate world for more than 35 years. They have been at the forefront of such movements in management as ISO 9000, Six Sigma, and Lean Manufacturing. Now, in Think Fast!, these CTS experts bring you an up-to-the-minute toolbox of strategies and tactics you can use to optimize your business. This useful and easy-to-read guide looks at real-world consumer issues, giving you top-level skills to address a wide range of practical business, professional, and life problems. Alamo's CTS solutions have been proven effective in major companies, including 200 of the current Fortune 500 Uses real examples from outside the business world to make problems and solutions widely accessible At last, the Critical Thinking Skills that have guided some of the world's most successful companies are available to readers of this insightful guide. Start rethinking your business today, and take your business skills—and business results—to the next level.

Face the future on the crest of the wave while the rest are pulled under The Future-Proof Workplace is a survival guide for the new realities of business. The future is no longer some far-off destination; it is here, right now, and already changing the way we work. Historically, the sea-changes have advanced humanity and inspired us to reach even further; from the Dark Ages to the Age of Enlightenment, from agrarian to industrial societies—and today is no different. But only those who are ready for the changes will

come out thriving. This book highlights the changes already taking place around us: the transition from skills to knowledge, the neuroscience approach to leadership and motivation, galloping technical advances, and more. Whether you're a CEO, a leader or manager, or just trying to survive the chaos, this invaluable guide is your wake-up call—the future is now. The new forces emerging must be understood now if your organization is to succeed. This book details the transformation every business must make to turn upheaval into opportunity. Discover how emerging technologies and neuroscience research are already impacting the way we work Learn how yesterday's biases are being replaced by modern values, culture, and relationships Consider the "heart" of your organization, and whether it can stand up to the purpose-driven paradigm of the future Find new achievement in the new organizational structure, and examine models that are already emerging Everyone knows that changes are needed—and fast. The question is: which changes, and how? The Future-Proof Workplace maps the transformation, and gives you an itinerary for each step of the way.