

# Coaching Salespeople Into Sales Champions A Tactical Playbook For Managers And Executives Hardcover 2008 Author Keith Rosen

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annotation integrated it project management a model centric approach utilizes practical applications of real world policies roles and responsibilities templates process flows and checklists for each of these three component processes it shows how such processes ensure optimum utilization of people process and technology resources during the management and delivery of it projects the book provides insight into the key components of the rational unified process from ibm rational corporation and the project management body of knowledge pmbok from the project management institute pmi

illustrating how they work together and align based on industry processing standards  
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for courses in information technology and business this text supplies students with proven project management processes broadly tested techniques and solid approaches to the successful management of projects in varying sizes and degrees of complexity individual steps demonstrate how a project manager effectively and efficiently navigates through the what when and how of work necessary to take a project from idea to execution and shows the important role disciplined project management plays in transforming corporate strategy into reality

this widely acclaimed classic reference has been completely revised and reorganized providing readers at all levels of experience with an authoritative up to date source that is easier than ever to see new to this edition are updates to all chapters newly released project management institute body of knowledge updates throughout

master s thesis from the year 2012 in the subject business economics business management corporate governance grade 1 7 heilbronn university language english abstract women are still significantly underrepresented in top management positions and leadership is still associated with the male gender as leadership theories traditionally focus on men this is especially evident in china which has one of the world s highest female labor participation but a female share of only eight percent on the corporate boards although chinese women s tertiary educational attainment is now equal to the tertiary education of chinese men they still face many barriers on their way to the top the strong influence of confucian values perceiving women as inferior to men remains noticeable until today and women find themselves exposed to a strongly patriarchal business environment as being traditionally the main care givers of their families they are deemed to be expensive potential mothers and thus gender preference can be observed second classical leadership theories of the western culture as well as of the chinese culture are introduced to provide a common understanding of their approaches further the situation of women in the past and of today is being compared as well as their leadership styles access to managerial leadership positions and the barriers they face since educational attainment of both genders does not explain why women are rarely found on the upper managerial ranks other reasons that could be a barrier for women s career advancement are examined in this research

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