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Streetsmart Financial Basics for Nonprofit Managers-Thomas A. McLaughlin 2009-03-23 Praise for Streetsmart Financial Basics for Nonprofit Managers, Third Edition "Tom McLaughlin is a proven master at making the daunting concepts of nonprofit financial management clear and engaging. This book is a superb introduction for new nonprofit executives, board members, and students. It is also an excellent refresher and reference for those of us who have been around the nonprofit sector for a while. It is well written, concise, and thought provoking." – J. Gregory Dees, Professor of the Practice of Social Entrepreneurship and Nonprofit Management at Duke University's Fuqua School of Business, and coauthor of Enterprising Nonprofits and Strategic Tools for Social Entrepreneurs "A very practical guide to understanding and managing the finances of a nonprofit organization. As nonprofits strive for greater accountability, Tom McLaughlin's real-world examples and accessible style make this book indispensable for nonprofit executives, managers, and board members at organizations of any size." –Gordon J. Campbell, President and CEO, United Way of New York City "Tom McLaughlin's powerful book is far more than a useful tool. It provides the philosophical approach to instill strong stewardship and future viability to those in the world of nonprofits. He takes apart the complex issues of nonprofit stewardship just as Einstein translated relativity into a simple equation. Purely masterful." –Jim Mellor, Senior VP, Chief Financial Officer, YMCA of the USA Note: CD-ROM/DVD and other supplementary materials are not included as part of eBook file.

The Practice of Professional Consulting-Edward G. Verlander 2012-09-28 The Practice of Professional Coaching Change is the life-blood of consulting just as organizations endure only through successful change. The reality of this mutual need lies at the heart of what consulting is all about. Consultants solve problems created by the powerful forces of change in an organization's environment and in so doing, create change themselves. The Practice of Professional Consulting is a comprehensive examination of what has been called "the world's newest profession." In this practical resource Edward Verlander offers an overview of the industry and includes the most useful processes, tools, and skills used by successful consultants to produce solutions for their clients. The book also reveals why consulting is a growing and attractive career option. The best practices used by leading consulting firms are included in the book as well as the capabilities skillful consultant use in each stage of engagement. Verlander also recommends ways to ensure a consultant can solve a client's problems in a systematic, professional way. At the very heart of the book is the emphasis he puts on what is needed to become a truly trusted consultant. Filled with a wealth of must-have information from a wide range of consulting professionals, the book includes: a model of the consulting cycle; a diagnostic instrument for assessing consulting roles; ideas of how to develop political intelligence to navigate client organizations; tools for managing consulting meetings, risk assessment, and skills transfer; techniques in communications, emotional intelligence, presentations, and listening; and much more. Written for anyone wishing to start a consulting business, new employees at established consulting firms, facilitators of consulting training programs, and faculty at business schools, this important resource provides an easy way to understand the stages, roles, and tasks of consulting found in any type of consulting and it provides simple and easy-to-use techniques and templates for implementation.

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The Consultant's Handbook-Samer Parikh 2015-05-22 Delivers the essential practical skills needed to consult and make sharp, well prepared interactions in a wide range of business situations This comprehensive handbook covers the fundamental skills and attitudes required by successful consultants from novice to practitioner level, irrespective of their specialist area. It untangles the key variables present in any consulting service and introduces practical ways to improve their effectiveness based upon the author's experience of helping consulting organisations to develop and excel in the marketplace. The book explores consulting 'from the ground up' steering away from theory and focusing instead on practical application, providing a solid platform upon which to build further domain-specific competence. The Consultant's Handbook provides: An understanding of the key variables that can be addressed in order to improve one's own consulting performance A set of simple practices that can be implemented with immediate benefit to the reader Practical insight into day-to-day real life consulting interactions Confidence to implement the new ideas and approaches

Plunkett's Consulting Industry Almanac 2007: Consulting Industry Market Research, Statistics, Trends & Leading Companies-Jack W. Plunkett 2007-06 This carefully-researched book covers exciting trends in consulting in such fields as marketing, information technology, management, logistics, supply chain, manufacturing, health care and more. Includes complete details on the prestigious management consulting sector, plus our analysis of the information technology consulting business. This reference tool includes thorough market analysis as well as our highly respected trends analysis. You'll find a complete overview, industry analysis and market research report in one superb, value-priced package. It contains thousands of contacts for business and industry leaders, industry associations, Internet sites and other resources. This book also includes statistical tables, an industry glossary and thorough indexes. The corporate profiles section of the book includes our proprietary, in-depth profiles of the 275 leading companies in all facets of consulting. Here you'll find complete profiles of the hot companies that are making news today, the largest, most successful corporations in the business. Purchasers of either the book or PDF version can receive a free copy of the company profiles database on CD-ROM, enabling key word search and export of key information, addresses, phone numbers and executive names with titles for every company profiled.

Practical Solutions to Integrated Oil and Gas Reservoir Analysis-Enwenode Onajite 2017-05-19 Practical Solutions to Integrated Oil and Gas Reservoir Analysis: Geophysical and Geological Perspectives is a well-timed source of information addressing the growing integration of geophysical, geological, reservoir engineering, production, and petrophysical data in predicting and determining reservoir properties. These include reservoir extent and sand development away from the well bore, characterizations of undrilled prospects, and optimization planning for field development. As such, geoscientists must now learn the technology, processes, and challenges involved within their specific functions in order to complete day-to-day activities. A broad collection of real-life problems and challenging questions encountered by geoscientists in the exploration and development of oil and gas fields, the book treats subjects ranging from Basin Analysis, to identifying and mapping structures, stratigraphy, the distribution of fracture, and the identification of pore fluids. Looking at the well-to-seismic tie, time-to-depth conversion, AVO analysis, seismic inversion, rock physics, and pore pressure analysis/prediction, the text examines challenges encountered in these technical areas, and also includes solutions and techniques used to overcome those challenges. Presents a thorough understanding of the contributions and issues faced by the various disciplines that contribute towards characterizing a wide spectrum of reservoirs (Conventional, Shale Oil and Gas, as well as Carbonate reservoirs) Provides a much needed and integrated approach amongst disciplines including geology, geophysics, petrophysics, reservoir and drilling engineering Includes case studies on different reservoir settings from around the world including Western Canadian Sedimentary Basin, Gulf of Guinea, Gulf of Mexico, Milne point field in Alaska, North-Sea, San Jorge Basin, and Bossier and Haynesville Shales, and others to help illustrate key points

Practical Solutions for Healthcare Management and Policy (Collection)-Brett E. Trusko 2012-08-01 A brand new collection of state-of-the-art insights into transforming healthcare, from world-renowned experts and practitioners... now in a convenient e-format, at a great price! Making American healthcare work: 3 new eBooks get past ideology to deliver real solutions! Even after Obamacare, America's healthcare system is unsustainable and headed towards disaster. These three eBooks offer real solutions, not sterile ideology. In Overhauling America's Healthcare Machine: Stop the Bleeding and Save Trillions, leading healthcare expert and entrepreneur Douglas A. Perednia identifies the breathtaking complexity and specific inefficiencies that are driving the healthcare system towards collapse, and presents a new solution that protects patient and physician freedom, covers everyone, and won't bankrupt America. Perednia shows how to design a far simpler system: one that delivers care to everyone by drawing on the best of both market efficiency and public "universality" — and is backed with detailed logic and objective calculations. Next, in Improving Healthcare Quality and Cost with Six Sigma, four leading experts introduce Six Sigma from the standpoint of the healthcare professional, showing exactly how to implement it successfully in real-world environments. The first 100% hands-on, start-to-finish blueprint for succeeding with Six Sigma in healthcare, this book covers every facet of Six Sigma in healthcare, demonstrating its use through examples and case studies from every area of the hospital: clinical, radiology, surgery, ICU, cardiovascular, laboratories, emergency, trauma, administrative services, staffing, billing, cafeteria, even central supply. Finally, in Reengineering Healthcare: A Manifesto for Radically Rethinking Healthcare Delivery JimChampy ("Reengineering the Corporation") and Dr. Harry Greenspun show how reengineering methodologies can deliver breakthrough performance and efficiency improvements both within individual healthcare organizations and throughout the entire system, eliminating much of the 40%+ of U.S. healthcare costs now dedicated to administration. They demonstrate how reengineering can refocus investments on aligning quality and providing accessible care for millions more people. From world-renowned healthcare management experts Dr. Doug Perednia, Praveen Gupta, Brett E. Trusko, Carolyn Pexton, H. James Harrington, Jim Champy, and Harry Greenspun, M.D.

Getting Started in Consulting-Alan Weiss 2004-05-03 A new revision of the successful guidebook for novice consultants Getting Started in Consulting, Second Edition provides practical solutions and proven strategies for launching a consulting business. Readers will learn how low overhead and a high degree of organization can translate into a six-figure income working from a home office. The book also offers key information on how to finance a consulting practice, how to write proposals, how to set up billing and bookkeeping, and more. A new chapter also explains how to get started quickly for those who can't wait to generate cash flow or those who have a cash reserve they are immediately willing to commit. Alan Weiss (East Greenwich, RI) has consulted with hundreds of organizations around the world, including Mercedes-Benz, Hewlett-Packard, Merck, and the Times Mirror Group. He lectures widely and is the author of 12 books.

Predictive Modeling with SAS Enterprise Miner-Kattamuri S. Sarma 2013-12 Learn the theory behind and methods for predictive modeling using SAS Enterprise Miner. Learn how to produce predictive models and prepare presentation-quality graphics in record time with Predictive Modeling with SAS Enterprise Miner: Practical Solutions for Business Applications, Second Edition. If you are a graduate student, researcher, or statistician interested in predictive modeling; a data mining expert who wants to learn SAS Enterprise Miner; or a business analyst looking for an introduction to predictive modeling using SAS Enterprise Miner, you'll be able to develop predictive models quickly and effectively using the theory and examples presented in this book. Author Kattamuri Sarma offers the theory behind, programming steps for, and examples of predictive modeling with SAS Enterprise Miner, along with exercises at the end of each chapter. You'll gain a comprehensive awareness of how to find solutions for your business needs. This second edition features expanded coverage of the SAS Enterprise Miner nodes, now including File Import, Time Series, Variable Clustering, Cluster, Interactive Binning, Principal Components, AutoNeural, DMNeural, Dmine Regression, Gradient Boosting, Ensemble, and Text Mining. Develop predictive models quickly, learn how to test numerous models and compare the results, gain an in-depth understanding of predictive models and multivariate methods, and discover how to do in-depth analysis. Do it all with Predictive Modeling with SAS Enterprise Miner. This book is part of the SAS Press program.

Performance Consulting-Dana Gaines Robinson 2008-04-01 In 1995 the first edition of Performance Consulting introduced a concept which has since become a cornerstone of the human resource, learning and organizational development fields: training and HR solutions do not take place in a vacuum but must be tied to an organization's business goals. Performance consulting is a process in which a client and consultant partner to achieve business goals by optimizing workgroup performance. In this updated edition, Dana and Jim Robinson draw on what they've learned since the first edition was published twelve years ago, providing both a robust conceptual framework and improved tools and techniques to help the reader move from the traditional role to that of a Performance Consultant. They show readers how to form partnerships with management, help to identify performance required to ensure that business goals are achieved and assist management in taking actions needed for performance to change. They also illustrate the "how-to's" for assisting management to identify the performance required to achieve business goals; and determining the degree to which the work environment supports and encourages the performance required. Effective HR and learning consultants master both the "science" (the analytical and assessment techniques) and the "art" (the consultative and partnering practices) of performance consulting. For the science of performance consulting, dozens of analytic tools, templates and assessment techniques are provided in the book. Regarding the art, the Robinsons describe the concepts and practices of ACT—building Access, Credibility and Trust—with business managers. In addition, two brand new chapters are dedicated to the skills of reframing requests for solutions into discussion of business goals and performance requirements; and Initiating business goals discussions with business managers and identifying strategic opportunities to partner with those managers in a proactive manner. Performance Consulting Toolkit - The second edition of Performance Consulting references graphic and adaptable tools that can be downloaded to support the performance consulting work the Robinsons describe. These tools are available to purchase and download from this product page. See the Table of Contents link for the full listing of the tools. Some tools (in Adobe PDF) can be printed and shared; others (in Microsoft Word) can be adapted to your specific needs and application requirements.

Greener Public Purchasing Issues and Practical Solutions-OECD 2000-08-30 This publication describes the successes, the efforts and the difficulties encountered with greener public purchasing within Member countries by focusing on the role and concerns of the officials that operate purchasing.

CCNP Practical Studies-Wesley Shuo 2003 bull. Prepare for the CCNP 642-821 BCRAN exam and gain a better, practical understanding of exam concepts bull. Experience how remote access concepts work in a real network with practice labs that walk you through their implementation bull. Review set-up guides that show you how to prepare a lab for study bull. Ready yourself for the new simulation-based questions on the CCNP exams

Life Beyond the Pandemic: A Practical New Journey Handbook-Oreste J. Daversa 2020-10-02 Starting over is always a challenge, at best is difficult and at worst sometimes impossible and is now even more magnified with the advent of a pandemic. We all need, want and desire direction to pick our lives up and begin again. As we all are multifaceted as human beings so must our approach be multifaceted as well to begin our new journey. When starting over we just don't want to be where we were we want to be in an even better place than where we once were in our lives. New situations, new problems and a new way of life need new tools, methods and techniques to get to a better place spiritually, emotionally, mentally, physically and financially. A new day-to-day reality needs to be created to deal, manage and thrive in the new realism of the post pandemic world. From the spiritual to the practical each chapter offers valuable insights and life changing tools, methods and techniques to achieve a more prosperous life in all areas of our lives.

The COBRA Guide: Practical Solutions to Administration and Management-Barry Newman 1996 In an easily referenced format, this guide offers human resource professionals and business owners answers to their questions. You'll find easy-to-understand explanations of current regulations and issues you need to know for COBRA compliance. This indexed guide summarizes COBRA court decision, includes a question and answer section, and provides a COBRA checklist. Sample notices and letters make communicating with employees easier.

Building the IT Consulting Practice-Rick Freedman 2002-10-14 Building the IT Practice is a clear and practical guide designed to help design, build, and manage lucrative consulting practices. Building on the advisory methodologies described in the author's previous book, The IT Consultant, this book goes beyond the personal practices and behaviors presented in that work to offer a roadmap to the creation of an IT Professional Services business. This book focuses on the basics of building a consulting business, discussing such core issues as the creation of a unique marketing message, the design of a firm-wide delivery methodology, and the recruitment and retention of world-class sales and talent.

The Practice of Professional Consulting-Edward G. Verlander 2012-10-30 The Practice of Professional Coaching Change is the life-blood of consulting just as organizations endure only through successful change. The reality of this mutual need lies at the heart of what consulting is all about. Consultants solve problems created by the powerful forces of change in an organization's environment and in so doing, create change themselves. The Practice of Professional Consulting is a comprehensive examination of what has been called "the world's newest profession." In this practical resource Edward Verlander offers an overview of the industry and includes the most useful processes, tools, and skills used by successful consultants to produce solutions for their clients. The book also reveals why consulting is a growing and attractive career option. The best practices used by leading consulting firms are included in the book as well as the capabilities skillful consultant use in each stage of engagement. Verlander also recommends ways to ensure a consultant can solve a client's problems in a systematic, professional way. At the very heart of the book is the emphasis he puts on what is needed to become a truly trusted consultant. Filled with a wealth of must-have information from a wide range of consulting professionals, the book includes: a model of the consulting cycle; a diagnostic instrument for assessing consulting roles; ideas of how to develop political intelligence to navigate client organizations; tools for managing consulting meetings, risk assessment, and skills transfer; techniques in communications, emotional intelligence, presentations, and listening; and much more. Written for anyone wishing to start a consulting business, new employees at established consulting firms, facilitators of consulting training programs, and faculty at business schools, this important resource provides an easy way to understand the stages, roles, and tasks of consulting found in any type of consulting and it provides simple and easy-to-use techniques and templates for implementation.

Booz and Company- 2009

The Medicare as a Secondary Payer Guide-Virginia Peabody 1996

Consulting on the Inside-Beverly Scott 2011-04-01 Are you an internal consultant -- someone who is a permanent employee and staff member, yet serves in a consultative role within your organization? Then you need this hands-on, practical guidebook to help you better understand your role and improve your performance, whether you re a change agent, trusted advisor, or someone who serves in varying capacities. Just like an external consultant, it s important to design your job, develop a formal agreement, and build your practice. Consulting on the Inside provides a solid background for internal consultants, and serves as a roadmap for cultivating a successful career.

An Insider's Guide to Building a Successful Consulting Practice-Bruce L. KATCHER Ph.D. 2010-03-15 Whether you're a beginner just starting up a consulting practice, or a veteran looking for ways to invigorate your existing business, An Insider's Guide to Building a Successful Consulting Practice is an invaluable resource. Featuring real stories from consultants in diverse industries, the book offers simple yet powerful ways to: Identify a market and narrow your focus • Make a smooth transition from employee to independent consultant • Sell effectively even if you've never sold before • Establish visibility through speaking, writing, and networking • Build credibility by leveraging the credibility of others • Set prices based on value • Develop a marketing strategy and divide your time between marketing and delivering your services • Keep plenty of work in your pipeline • Adapt and thrive in any market condition • And much more Complete with the results of an original survey of 200 successful independent consultants, this handy guide provides the kind of real-life advice you need to build a thriving business.

Accelerating Leadership Development-Jocelyn Berard 2013-07-25 Proven strategies and innovative solutions for developing and retaining successful leaders Many organizations today are facing a crisis of leadership. As the Baby Boomer generation exits the workforce, companies are struggling to find qualified leaders to fill critical roles. Accelerating Leadership Development offers solutions for leadership development, management, and retention from award-winning development firm Global Knowledge. Accelerating Leadership Development provides a proven model to help companies develop high-potential employees with the competencies and knowledge capital to assume critical roles successfully. It includes practical and rigorous tools that enable organizations to identify targets and predict those targets' success with six measurable factors. With this proven development system, companies can develop a pipeline of ready leaders with high levels of engagement and retention. Features actionable, effective principles and strategies for leadership development using a results-oriented framework Chapters address communication and delegation strategies, effective feedback models, shifting of responsibility and accountability to direct reports, and contemporary coaching and development approaches Based on in-depth research and client interactions from one of the most prominent names in workforce development For any business that experiences a leadership failure or a lack of qualified leaders for vital positions, the consequences can be devastating. This practical and effective guide to leadership development offers real solutions for long-term excellence.

Limitations and Perspectives on Use of E-Services in Engineering Consulting-Ada Scupola 2009

Practical Virtualization Solutions-Kenneth Hess 2009-10-12 The 100% Practical Guide to Making Virtualization Work in Real Enterprise Environments If you're involved in planning, deploying, or managing virtualization, this book brings together all the field-proven, in-the-trenches answers and solutions you'll need. Packed with examples and case studies, Practical Virtualization Solutions is a complete, self-paced, hands-on guide to creating a virtualized environment and driving maximum value from it throughout its entire lifecycle. Kenneth Hess and Amy Newman present detailed costs, schedules, and deployment plans drawn from actual enterprise virtualization projects. You'll learn what really works and what doesn't and discover powerful ways to systematically control the costs of virtualization and streamline its management. The authors offer realistic guidance on choosing the best services to virtualize; selecting the right virtualization software, hardware, and vendor partners; troubleshooting and securing virtualized environments; and much more. Along the way, they answer crucial questions IT professionals face in working with virtualization. Coverage includes Quantifying the time, hardware, labor, and downtime needed to implement virtualization Streamlining the transition from physical to virtual Comparing VMware ESXi, VMware Server, Microsoft Hyper-V, Citrix XenServer, and other virtualization technologies Identifying opportunities to reduce cost and improve flexibility with open source virtualization technologies Explaining advanced techniques for simplifying virtual machine management Defining the right role for virtualization in networking and storage Automating virtual infrastructure management tasks

Selling to Major Accounts-Terry R. Bacon 1999 Publisher Fact Sheet This valuable book demonstrates with powerful tools, processes, & successful techniques how to build strong relationships with key customers.

The "Maintenance Insanity" Cure: Practical Solutions to Improve Maintenance Work-Roger D. Lee 2017-10-07 Einstein said that insanity is doing the same thing over and over again and expecting different results. Yet that is exactly what is happening in maintenance organizations. How many times have clients told consultants, But weve always done it this way?!

Cracked It!-Bernard Garrette 2018-06-08 Solving complex problems and selling their solutions is critical for personal and organizational success. For most of us, however, it doesn't come naturally and we haven't been taught how to do it well. Research shows a host of pitfalls trips us up when we try: We're quick to believe we understand a situation and jump to a flawed solution. We seek to confirm our hypotheses and ignore conflicting evidence. We view challenges incompletely through the frameworks we know instead of with a fresh pair of eyes. And when we communicate our recommendations, we forget our reasoning isn't obvious to our audience. How can we do it better? In Cracked It!, seasoned strategy professors and consultants Bernard Garrette, Corey Phelps and Olivier Sibony present a rigorous and practical four-step approach to overcome these pitfalls. Building on tried-and-tested (but rarely revealed) methods of top strategy consultants, research in cognitive psychology, and the latest advances in design thinking, they provide a step-by-step process and toolkit that will help readers tackle any challenging business problem. Using compelling stories and detailed case examples, the authors guide readers through each step in the process: from how to state, structure and then solve problems to how to sell the solutions. Written in an engaging style by a trio of experts with decades of experience researching, teaching and consulting on complex business problems, this book will be an indispensable manual for anyone interested in creating value by helping their organizations crack the problems that matter most.

The Practitioner's Guide to RPA-Jonathan Sireci 2020-04-24 Robotics Process Automation (RPA) is one of the most sought after and yet misunderstood process automation tools on the market today. Often sold by vendors as an Artificial Intelligence (AI) tool, the truth about what RPA actually is, how it works and how to deploy it is treated as insider knowledge requiring costly consulting engagements to get up to speed. This concise book presents the reality of RPA from the perspective of a seasoned business practitioner. You will learn about what RPA is, why it is not AI, RPA's architecture, how to identify valuable RPA use-cases, the vendor landscape, common billing models, how to select a vendor, how to build an RPA team and ethical considerations for your workforce.

Leadership Solutions-David S. Weiss 2010-03-02 An organizational guide to assessing, measuring, and building leadership capacity Leadership capacity has emerged as a key source of competitive advantage in today's economy. But many organizations struggle to develop the capacity they need to succeed. This book offers concrete and precise strategies to close the leadership gap. It explains in detail how to conduct a leadership analysis, determining exactly where the gaps are in both organizational and individual leadership; analyzes the challenges a company faces; helps in understanding an organization's leadership deficit; and generates leadership solutions tailored to the organization's particular needs and shortcomings.

Designing Solutions for Your Business Problems-Betty Vandenbosch 2003-10-27 Designing Solutions for Your Business Problems is anessential resource for managers and consultants who helporganizations resolve ambiguous problems and develop newopportunities. Taking a hands-on, practical approach, BettyVandenbosch—a leading management consultant andeducator—outlines the details on how to conduct a provenprocess for designing solutions. Designing Solutions for Your Business Problems will teachyou how to curtail investigation and generate and justify ideaswithout sacrificing thoroughness, creativity, persuasiveness, andfit. You will be able to capitalize on more opportunities, and yourproblem-solving skills will become more efficient and yoursolutions more compelling. This book will help you design betterolutions and design them faster. Betty Vandenbosch offers a variety of useful techniques such asthe "scoping diagram," which provides a framework for action, andthe "logic diagram," which tests the validity of a potentialsolution. In addition, the book contains illustrative real-lifeexamples from a varietyof organizations.

Student Workbook To Accompany Miller and Lovler's Foundations of Psychological Testing-Aimee Rhoads 2019-02-20 The Student Workbook To Accompany Miller and Lovler's Foundations of Psychological Testing: Practical and Critical Thinking Exercises, Sixth Edition by Aimee Rhoads, Sara Pemble, Leslie Anne Miller, and Robert Louis Lovler is practical workbook that offers a wealth of opportunities for students to apply knowledge learned from the best-selling core text, Foundations of Psychological Testing, Sixth Edition. Exercises and projects allow students to review, engage in, and master concepts, while multiple choice and short answer questions allow students to assess their understanding at the conclusion of each chapter.

The Sales Leader's Problem Solver-Suzanne Pailing 2016-11-21 This is the book every sales manager wishes they had—before they accepted the job. The advice within acts as a 24/7 coach for beleaguered sales leaders dealing with perplexing dilemmas. Sales leaders (managers, directors, and vice presidents) advocate for and often succeed in getting sales training for their reps, but when they request sales management training for themselves, the answer is often no. This lack of formal instruction lowers their chances of success. Drawn from the author's experiences as a sales manager, sales management consultant, and coach, The Sales Leader's Problem Solver offers guidance on solving common but difficult issues with the salesperson who: Sells inconsistently. Cheats on sales contests. Doesn't enter data in the CRM. Calls only on the largest or easiest clients. Won't prospect for new business. By providing a consistent format to follow, Suzanne Pailing will help any sales leader level-headedly deal with any challenge by: Clarifying the issue. Creating a plan. Presenting a solution to executives. Discussing the issue with the rep(s) in question.The Sales Leader's Problem Solver is a powerful tool that will help new and experienced sales managers lead their teams and develop their reputations as fair, effective, no-nonsense problem solvers.

The Health Service Journal- 2007

Foundations of Psychological Testing-Leslie A. Miller 2011 The Third Edition of this text offers a straight forward and clear introduction to the basics of psychological testing as well as to psychometrics and statistics for students new to the field. The authors focus on relating core ideas to practical situations that students will recognize and relate to. They provide a variety of pedagogical tools that promote student understanding of the underlying concepts required to interpret and to use test scores. Primarily concerned with preparing students to become informed consumers and users of tests, the text also features a final section focusing on how tests are utilized in three important settings: education, clinical and counseling practice, and organizations. Intended Audience: This is a scholarly, informative, applicable, and appropriate undergraduate and graduate textbook ideal for introductory courses such as Psychological Testing, Psychological Tests & Measures, and Testing & Measurement in departments of psychology and education, and graduate programs in psychology, industrial / organizational psychology, and counseling.

Organizational Ethics in Health Care-Philip J. Boyle 2004-03-15 This comprehensive and much-needed resource helps health care ethicists to meet the demand of challenges such as managed care, medical technology, and patient activism. Through a review of core principles and a rich selection of cases, practitioners and students will learn to apply ethics in the day-to-day administration of health care organizations. The authors are from the Park Ridge Center, the nationally acclaimed consulting and research firm.

The FMLA Guide-Alexander & Alexander Consulting Group 1996 Outlines the law (The Family and Medical Leave Act) and the Department of Labor regulations interpreting it. It covers topics such as determining if FMLA applies to an employer, employees' eligibility to leave, administering leave, treatment of employees when they return from leave, communication and record keeping requirements, integration with other federal laws, and key planning issues. It also contains the full text of the relevant laws and regulations index.

Community Crime Prevention-Jerrold Antoon 2018-05-04 This book educates law enforcement officers and security professionals on giving crime prevention/security advise to small businesses and homeowners. Topics include: Safes, Alarms, Windows, Security Lighting, Robbery Prevention, and Burglary Prevention. Additional chapters address Shoplifting, Check Fraud, Bank Card Fraud, and Counterfeiting. Readers of this book will be well equipped to conduct a security survey of a business or home, identify vulnerabilities and recommend specific, appropriate, cost effective solutions for those threats.

Foundations of Psychological Testing-Leslie A. Miller 2018-12-20 Foundations of Psychological Testing: A Practical Approach by Leslie A. Miller and Robert L. Lovler presents a clear introduction to the basics of psychological testing as well as psychometrics and statistics. Aligned with the 2014 Standards for Educational and Psychological Testing, this practical book includes discussion of foundational concepts and issues using real-life examples and situations that students will easily recognize, relate to, and find interesting. A variety of pedagogical tools furthers the conceptual understanding needed for effective use of tests and test scores. The Sixth Edition includes updated references and examples, new In Greater Depth boxes for deeper coverage of complex topics, and a streamlined organization for enhanced readability.

Oracle Blockchain Quick Start Guide-Vivek Acharya 2019-09-06 Get up and running with Oracle's premium cloud blockchain services and build distributed blockchain apps with ease Key Features Discover Hyperledger Fabric and its components, features, qualifiers, and architecture Get familiar with the Oracle Blockchain Platform and its unique features Build Hyperledger Fabric-based business networks with Oracle's premium blockchain cloud service Book Description Hyperledger Fabric empowers enterprises to scale out in an unprecedented way, allowing organizations to build and manage blockchain business networks. This quick start guide systematically takes you through distributed ledger technology, blockchain, and Hyperledger Fabric while also helping you understand the significance of Blockchain-as-a-Service (BaaS). The book starts by explaining the blockchain and Hyperledger Fabric architectures. You'll then get to grips with the comprehensive five-step design strategy - explore, engage, experiment, experience, and influence. Next, you'll cover permissioned distributed autonomous organizations (pDAOs), along with the equation to quantify a blockchain solution for a given use case. As you progress, you'll learn how to model your blockchain business network by defining its assets, participants, transactions, and permissions with the help of examples. In the concluding chapters, you'll build on your knowledge as you explore Oracle Blockchain Platform (OBP) in depth and learn how to translate network topology on OBP. By the end of this book, you will be well-versed with OBP and have developed the skills required for infrastructure setup, access control, adding chaincode to a business network, and exposing chaincode to a DApp using REST configuration. What you will learn Model your blockchain-based business network by defining its components, transactions, integrations, and infrastructure through use cases Develop, deploy, and test chaincode using shim and REST, and integrate it with client apps using SDK, REST, and events Explore accounting, blockchain, hyperledger fabric, and its components, features, qualifiers, architecture and structure Understand the importance of Blockchain-as-a-Service (BaaS) Experiment Hyperledger Fabric and delve into the underlying technology Set up a consortium network, nodes, channels, and privacy, and learn how to translate network topology on OBP Who this book is for If

you are a blockchain developer, blockchain architect or just a cloud developer looking to get hands-on with Oracle Blockchain Cloud Service, then this book is for you. Some familiarity with the basic concepts of blockchain will be helpful to get the most out of this book

Practical SharePoint 2010 Branding and Customization-Erik Swenson 2012-01-31 With Practical SharePoint 2010 Branding and Customization, SharePoint branding expert Erik Swenson cuts through the fluff and discusses accessible, easy-to-understand consulting and processes to create aesthetically pleasing, highly usable branded and customized SharePoint websites, both internally and externally. Designed to be a quick reference, how-to guide that lets you dive straight into the task at hand, you'll find this book's attention to detail and pragmatism make it an attractive companion during your branding experience. SharePoint 2010 deployments are more common than ever, as is the desire to make the environment branded and attractive to both internal and external clients. However, since SharePoint is more than just a collection of web pages, customizing the look and feel and completing the process of branding the platform itself is complex and requires a knowledge of web development, web design techniques, and a familiarity with SharePoint administration—a curious niche, to be sure. And sometimes, you just need to make quick fixes, while at other times, building an entirely customized and branded environment is a multi-step process with lots of stakeholder buy-in and development time required. Whether you're interested in applying just a touch of style to a team site, or you're branding a public-facing Fortune 500 website based on SharePoint, Practical SharePoint 2010 Branding and Customization is the only book you'll need to quickly, easily, and efficiently brand and customize your environment. Bonus: Includes the SharePoint 2010 Branding Starter Kit! This kit has everything you need to jumpstart successful and compelling designs. The kit includes a layered Adobe Photoshop file of a SharePoint 2010 site, two pre-built visual design examples, and a Visual Studio solution you can use to deploy either of the designs included. This starter kit is specifically prepared to save you substantial time kicking off your SharePoint branding project and to minimize potential roadblocks. These branding tools would cost you as much as \$500 if purchased separately, but they're included with the purchase of this book at no additional charge! Get started today.

Flawless Consulting-Peter Block 2011-03-15 This Third Edition to Peter Block's Flawless Consulting addresses business changes and new challenges since the second edition was written ten years ago. It tackles the challenges next-generation consultants face, including more guidance on how to ask better questions, dealing with difficult clients, working in an increasingly virtual world, how to cope with complexities in international consulting, case studies, and guidelines on implementation. Also included are illustrative examples and exercises to help you cement the guides offered.

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