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ENTREPRENEUR Magazine is the banner publication of the Entrepreneur Magazine Group. It has the largest newsstand circulation of any business monthly with a total ABC audited circulation of 410,000. Jim Schell has written two previous books about entrepreneurship and management. He has owned and managed four successful sportswear and sporting goods businesses. Also available from the Entrepreneur Magazine library: The Entrepreneur Magazine Small Business Advisor Guide to Integrated Marketing Making Money with Your Personal Computer Small Business Legal Guide Starting an Import/Export Business Starting a Home-Based Business Successful Advertising for Small Businesses

Effective resource management and reliable equipment are essential for optimum plant performance. Computer-Managed Maintenance Systems goes beyond the simple selection and implementation of a CMMS. It also defines the changes in infrastructure, management philosophy and employee skills that must be implemented to gain maximum benefits from the CMMS. The book is designed to address the information needs of all levels of plant management. In this new edition, the authors have added a chapter specifically on the latest technology, Application Solution Providers (ASP) that has revolutionized the way CMMS are used and the benefits they can offer to a business. This solution provides integrated software, hardware and networking technology along with Information Technology (IT) consulting services into an outsourced package. A new appendix on Key Performance Indicators has also been added. Comprehensive, practical guide that covers selection, justification, and implementation of an effective CMMS in any facility All levels of plant management will find useful information in this step-by-step guide Includes a new chapter on ASP technologies

PCMag.com is a leading authority on technology, delivering Labs-based, independent reviews of the latest products and services. Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology. From setting goals and breaking them down into tasks to creating a manageable schedule and putting it into action, this guide outlines proactive ways to focus on mission-critical tasks, eliminate or delegate non-priority projects, control interruptions, and avoid distractions. "A very rich book sprinkled with real-life examples as well as battle-tested advice." —Pierre Haren, VP ILOG, IBM "James does a thorough job of explaining Decision Management Systems as enablers of a formidable business transformation." —Deepak Advani, Vice President, Business Analytics Products and SPSS, IBM Build Systems That Work Actively to Help You Maximize Growth and Profits

Most companies rely on operational systems that are largely passive. But what if you could make your systems active participants in optimizing your business? What if your systems could act intelligently on their own? Learn, not just report? Empower users to take action instead of simply escalating their problems? Evolve without massive IT investments? Decision Management Systems can do all that and more. In this book, the field's leading expert demonstrates how to use them to drive unprecedented levels of business value. James Taylor shows how to integrate operational and analytic technologies to create systems that are more agile, more analytic, and more adaptive. Through actual case studies, you'll learn how to combine technologies such as predictive analytics, optimization, and business rules—improving customer service, reducing fraud, managing risk, increasing agility, and driving growth. Both a practical how-to guide and a framework for planning, Decision Management Systems focuses on mainstream business challenges. Coverage includes Understanding how Decision Management Systems can transform your business Planning your systems "with the decision in mind" Identifying, modeling, and prioritizing the decisions you need to optimize Designing and implementing robust decision services Monitoring your ongoing decision-making and learning how to improve it Proven enablers of effective Decision Management Systems: people, process, and technology Identifying and overcoming obstacles that can derail your Decision Management Systems initiative

Using the theory of management fashions proposed in the 1990s by Eric Abrahamson, Krzysztof Klincewicz analyzes the changing popularity of management concepts accompanied by solutions. Among these are management bestsellers, consulting services, software systems, methodologies, and approaches to organizational change, training courses, professional certifications and even new corporate positions. The book presents the phenomena of management fashions as being the key driver for the development of the management knowledge industry, consisting of consulting companies, computer firms, publishing houses, professional institutes, and other organizations involved in the launching and the promotion of new management techniques. The author supplements the existing body of knowledge by focusing on the supply-side of management fashions, particularly the strategies and marketing techniques of solution vendors, and proposes a model of relations between management ideas and tangible solutions, explaining how bestselling ideas are turned into objects and institutions. The empirical research described in this volume involves multiple methods, including discourse volume analysis and qualitative historical techniques. Included also is a comprehensive overview of the recent relevant developments in sociology, marketing, and organization sciences, in which the author draws on the heritage of praxiology by taking a meta-level perspective on the propositions of management science. A step-by-step guide to creating a performance management

solution tailored to your organization's needs and goals in order to meet the three objectives of great performance management: developing your people, rewarding them equitably, and driving your organization's performance. Golomshtok gives system admins a solid understanding of the fundamental concepts behind WMI, enabling them to rapidly develop custom management tools and avoid expensive off-the-shelf solutions. Reinvent your organization for the hybrid age. Hybrid work is here to stay—but what will it look like at your company? If your organization is holding on to inflexible, pre-pandemic policies about where—and when—your people work, it may be risking a mass exodus of talent. Designing a hybrid workplace that furthers your business goals while staying true to your culture requires balancing experimentation with rigorous planning. Hybrid Workplace: The Insights You Need from Harvard Business Review will help you adopt the best technological, cultural, and new management practices to seize the benefits and avoid the pitfalls of the hybrid age. 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.

****ASBPE MEMBERS:** No coupon is necessary--the price has already been reduced \$5.** This fact-packed book is an important reference for senior level editors and others hoping to land management positions in the near future. It does not primarily address journalism basics, although one section is devoted to this category. Instead, the focus of its 14 chapters and high-value appendix is split between management and marketing guidance:1: Use Data to Enhance Editorial Performance2: Twelve Common Management Errors3: Commit to In-House Training4: Quantitative Factors Improve Staff Reviews5: Fourteen Causes of Editorial Burnout6: Fix Your Editorial Marketing Arsenal7: How to Assess Editorial Superiority8: Compete with Authority9: Make the Most of Trade Shows10: Go All Out for Debut Issues 11: Frequent Research Must Be a Priority12: Overcoming Sponsored Content Hurdles13: Five Challenges to Stellar Online News14: Twelve Ethical Issues You Must AddressThe appendix focuses on a variety of journalism basics, including the following:* Five keys to hiring efficiency* Nine suggestions for better headlines* Diversify your editorial calendar* Avoid 10 news shortfalls* Interview training must be challenging* Assignment editors must provide clear objectives to staff editors* How to maximize editorial board feedback* For many editors, brevity remains a foreign language* Using Fog Index analysisThe above topics were chosen from a collection of monthly how-to mailings, publishing blogs, conference speeches, and workshop talks the author has prepared since launching Editorial Solutions Inc. in 1989. Of special value are seven self-scoring profiles and numerous checklists. The content in this book provides obvious self-help benefits for the reader, but it can also be the basis for in-house training sessions.

REVIEWS"The more you dig into Howard's philosophies and his recommendations, the more you realize that it's just an explicit expression of proper work habits and management techniques, expressed and applied specifically for the world of B2B content creation. That's an under-analyzed area of journalism, so any empirical study is worthwhile, and Howard's is excellent." -- Tony Silber, Folio: magazine"Rauch's book is packed with ... practical and effective ways of pursuing your role as an editorial manager." -- Editors Only: The Newsletter of Editorial Achievement"I think it's likely that you and your editor need to stop keeping each other at arm's length and start communicating more. The first thing you should do is take a hard look at your content and that of your competitors. I strongly recommend a new book by Howard Rauch to help you with that...Get Serious About Editorial Management." -- William Dunkerley, STRAT: The Newsletter of Print and Online Magazine Publishing Strategy A real-world approach to describing the fundamental operation of Policy-Based Network Management (PBNM) that enables practitioners to develop and implement PBNM systems. For more than 40 years, Computerworld has been the leading source of technology news and information for IT influencers worldwide. Computerworld's award-winning Web site (Computerworld.com), twice-monthly publication, focused conference series and custom research form the hub of the world's largest global IT media network. "Great retailers are great at service. No exceptions. This book offers a wealth of insight into delivering excellent retail service." --Leonard L. Berry, Distinguished Professor of Marketing, N.B. Zale Chair in Retailing and Market Leadership, Mays Business School, Texas A&M University "With a growing understanding of service as a phenomenon and perspective of business and marketing, retailers are increasingly seeing the need to transform from distribution of products to service providers. This book includes considerable insight regarding the importance of the service perspective and how it can be implemented in retailing." --Christian Grönroos, Professor of Service and Relationship Marketing, CERS Centre for Relationship Marketing and Service Management, Hanken School of Economics, Finland "Consisting of chapters written by leading scholars in service management and retailing from around the world, this comprehensive book offers rich insights for how retailers can excel and achieve sustainable competitive advantage by invoking and implementing service management principles. This enlightening book is a valuable resource for students, researchers and practitioners with an interest in retailing." --A. "Parsu" Parasuraman, Professor of Marketing & The James W. McLamore Chair, School of Business Administration, University of Miami Coral Gables, Florida "Service excellence and service innovation are critical for success in today's competitive retail marketplace. Service Management: The New Paradigm in Retailing provides a contemporary and transformative lens for accomplishing these essential goals." --Mary Jo Bitner, Professor, Director Center for Services Leadership, W.P. Carey School of Business, Arizona State University PCMag.com is a leading authority on technology, delivering Labs-based, independent reviews of the latest products and services. Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology. The Business Fame's latest edition "The 10 Best Performing Facility Management Service Providers: 2023" has featured leading facility management service playing a vital role in shaping the

industry's future strategies in terms of communication, education, training, and overall engagement with the outsourcing industry. The cover has Corvus Janitorial Systems, established in 2004, a leading provider of high-quality janitorial services. With a commitment to creating cleaner, healthier, and safer environments, Corvus offers a diverse range of cleaning and disinfection solutions. Their services cater to various establishments such as medical offices, businesses, schools, daycares, universities, industrial spaces, recreational facilities, and government buildings. Recognizing the unique needs of each facility, Corvus works closely with its extensive community of cleaning business owners. Over the years, Corvus has not only excelled in commercial cleaning but also emerged as a leader in franchising. Their mission to improve lives through business ownership and independence has been a driving force. By providing customers with clean, healthy, and vibrant workplaces that foster safety and productivity, Corvus believes it can make a positive impact on people's lives. Particularly in these uncertain and unsettling times, the founding objective of "Making Lives Better" has gained even more significance and urgency. Corvus Janitorial Systems remains dedicated to fulfilling this mission and continuing to be a transformative force in the janitorial services industry. In this special edition, let us share similar, interviews with many such dedicated organizations in order to raise awareness about their contributions to making the world a better place. For more than 40 years, Computerworld has been the leading source of technology news and information for IT influencers worldwide. Computerworld's award-winning Web site (Computerworld.com), twice-monthly publication, focused conference series and custom research form the hub of the world's largest global IT media network. PCMag.com is a leading authority on technology, delivering Labs-based, independent reviews of the latest products and services. Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology. The communications environment is rapidly changing. The barriers of traditional phone and data technologies are going to break down, and users can expect a true multimedia environment with existing services transferred and new services implemented. New suppliers, such as cable companies, will compete with interexchange carriers, RBOCs, and local phone companies for the market share. The differentiator is the price/performance ratio of the service under consideration. Today's migrated and new services lack powerful management solutions. Telecom Operations Management Solutions with NetExpert examines the most advanced products available to manage new technologies as well as addresses services, such as: Advanced telephony Wireless networks Commercial broadband Mass-market broadband Competitive access services Intercarrier communications Infrastructure services This resource also demonstrates how expert systems solve the problem of handling the large volume of data streams from numerous network components. Practical solutions support each example of an application - offering first-hand operational experience. The book provides practical examples to deploy management solutions based on NetExpert framework from Objective Systems Integrator. The framework consists of the principal modules, such as a gateway to managed devices and services as well as the workstation for operators. This framework is extended by point rulesets to manage individual devices by domain rulesets to manage device groups by enterprise rulesets to manage complete telco services The solution sets support all layers of telecommunication management networks, such as element, network, service, and business layers. As a result, these solution sets are extremely important to both incumbent and new telco service providers. Numerous cases cover customized solutions for managing wireless networks, sonet rings, ATM, old and new phone services, broadband services, and special access services of ISPs. Telecom Operations Management Solutions with NetExpert describes never-before-published information about solution sets based on an expert-system-based framework. PCMag.com is a leading authority on technology, delivering Labs-based, independent reviews of the latest products and services. Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology. PCMag.com is a leading authority on technology, delivering Labs-based, independent reviews of the latest products and services. Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology. Cincinnati Magazine taps into the DNA of the city, exploring shopping, dining, living, and culture and giving readers a ringside seat on the issues shaping the region. This volume in the Business Analysis Professional Development Series by renowned expert and best-selling author, Karl Wieggers, and a group of noteworthy contributors, provides experienced, advanced-level business analysis and project management practitioners with proven strategies and tips for making the successful transition from highly respected internal expert to a fulfilling and financially rewarding career in consulting. Key Features: Addresses how to effectively lay the foundation and structure of your consulting business; how to deal with or avoid the many pitfalls of working outside the corporate world and working remotely from home; and how to balance life, family, and work Presents a list of next steps at the end of each chapter with actions you can take immediately to begin applying the guidance and tips provided Furnishes valuable strategies and tips for such essentials as setting rates for your services, invoicing, purchasing appropriate insurance, establishing important business rules or policies, managing your finances and taxes, and other administrative aspects of your consultancy Articulates how to market your services, land both new and repeat business, negotiate deals, and craft written agreements with clients Describes how to establish multiple revenue streams, ways to leverage your work to develop sources of passive income, and some important issues of copyright, fair use, and managing and protecting your valuable intellectual property Provides sample checklists to help you keep all the activities you will be juggling as a consultant under control Identifies effective techniques for engaging clients in various situations, as well as warning signs about clients who can cause you headaches and how to deal with them Supplies solutions to a wide variety of problems and challenges of the consulting world, contributed by a group of noteworthy independent consultants with diverse experiences Discusses other common consultant activities that can generate a steady flow of revenue such as training, presenting at conferences, and other public speaking, and provides guidance and tips for delivering effective presentations with confidence Offers strategies and tips pertaining to partnering with other consultants on larger projects and how to make such arrangements work Examines the value of participating in professional associations and pursuing relevant

professional certifications as a way to market your services and attract new clients and opportunities Explores the benefits of writing white papers and articles for magazines, journals, websites, and blogs as a means to simultaneously share your knowledge with the world and market your expertise to prospective clients Elaborates on the process and value of writing a book in the area in which you consult, how to get it published and distributed by a reputable publishing company that can reach your market, how to co-author a book effectively, and how a good selling book can be a powerful tool for getting clients and building your business WAV offers downloadable templates for consulting, writing, speaking, and licensing agreements, and checklists and forms to help you plan and manage your consulting business--available from the Web Added Value(TM) Download Resource Center at www.jrosspub.com PCMag.com is a leading authority on technology, delivering Labs-based, independent reviews of the latest products and services. Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology. The new software management classic: in-the-trenches wisdom from legendary project leader Joe Marasco Over the course of a distinguished career, Joe Marasco earned a reputation as the go-to software project manager: the one to call when you were facing a brutally tough, make-or-break project. Marasco reflected on his experiences in a remarkable series of "Franklin's Kite" essays for The Rational Edge, Rational and IBM's online software development magazine. Now, Marasco collects and updates those essays, bringing his unique insights (and humor) to everything from modeling to scheduling, team dynamics to compensation. The result: a new classic that deserves a place alongside Frederick Brooks' The Mythical Man-Month in the library of every developer and software manager. If you want to ship products you're proud of... ship on time and on budget... deliver real customer value... you simply must read The Software Development Edge. Working with Microsoft's network directory service for the first time can be a headache for system and network administrators, IT professionals, technical project managers, and programmers alike. This authoritative guide is meant to relieve that pain. Instead of going through the graphical user interface screen by screen, O'Reilly's bestselling Active Directory tells you how to design, manage, and maintain a small, medium, or enterprise Active Directory infrastructure. Fully updated to cover Active Directory for Windows Server 2003 SP1 and R2, this third edition is full of important updates and corrections. It's perfect for all Active Directory administrators, whether you manage a single server or a global multinational with thousands of servers. Active Directory, 3rd Edition is divided into three parts. Part I introduces much of how Active Directory works, giving you a thorough grounding in its concepts. Some of the topics include Active Directory replication, the schema, application partitions, group policies, and interaction with DNS. Part II details the issues around properly designing the directory infrastructure. Topics include designing the namespace, creating a site topology, designing group policies for locking down client settings, auditing, permissions, backup and recovery, and a look at Microsoft's future direction with Directory Services. Part III covers how to create and manipulate users, groups, printers, and other objects that you may need in your everyday management of Active Directory. If you want a book that lays bare the design and management of an enterprise or departmental Active Directory, then look no further. Active Directory, 3rd Edition will quickly earn its place among the books you don't want to be without. Cincinnati Magazine taps into the DNA of the city, exploring shopping, dining, living, and culture and giving readers a ringside seat on the issues shaping the region. Organizations increasingly need to deal with unstructured processes that traditional business process management (BPM) suites are not designed to deal with. High-risk, yet high-value, loan origination or credit approvals, police investigations, and healthcare patient treatment are just a few examples of areas where a level of uncertainty makes outc 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 Paling 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. CIO magazine, launched in 1987, provides business technology leaders with award-winning analysis and insight on information technology trends and a keen understanding of IT's role in achieving business goals. Praise for Realtor? Magazine's BROKER to BROKER "By providing best practice management tips with thought-provoking ideas, Broker to Broker offers invaluable guidance on virtually every aspect of our dynamic industry. The book's easy-to-read format, with in-depth supporting material available online, is an innovative approach to helping the country's brokers and managers find effective solutions to today's challenges." --Ron Peltier, President and CEO, HomeServices of America, Inc., Minneapolis, Minnesota "This compilation of the latest Realtor? Magazine articles on real estate brokerage management could be of help to brokers and managers looking for practical ideas to boost their operations. The book quotes extensively from veteran brokers and managers who are trying new ways to build sales and tackle problems. Within the book's range of articles could be helpful ideas for you." --J. Lennox Scott, Chairman and CEO, John L. Scott Real Estate, Seattle, Washington "The editors did their homework. The pace of change in our business is a constant challenge. Even if you don't want to lead the charge in industry change, brokers would do well to study the innovative concepts (such as the employee-agent model) illustrated here. This section on operations is particularly useful for brokers of a multi-office/multi-region operation." --Steve Brown, ABR?, CRB, Vice President and General Manager, Crye-Leike, Realtors?, Memphis, Tennessee "The editors of Realtor? Magazine do a fantastic job of

keeping Realtors? on top of all real estate concerns. No issue is more timely or essential to building good business than brokerage practices." --Blanche Evans, Publisher, Agent News, and Editor, Realty Times, Dallas, Texas For more than 40 years, Computerworld has been the leading source of technology news and information for IT influencers worldwide. Computerworld's award-winning Web site (Computerworld.com), twice-monthly publication, focused conference series and custom research form the hub of the world's largest global IT media network.

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