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Sales Management Decision Strategies Cases 5th Edition

Carol H. Anderson, Julian W. Vincze



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Mitarbeitermotivation unter besonderer Berücksichtigung von Mitarbeiter-Beteiligungssystemen Sandra Oelgeklaus, 2003-11-14 Inhaltsangabe Einleitung Das Gehalt als Glücksspiel Prinzipien und leistungsbezogene Lohnsysteme sollen die Motivation fördern manchmal hemmen sie eher Solche oder ähnliche Formulierungen finden sich fast tagtäglich in einschlägigen deutschen Zeitungen Magazinen und Fachzeitschriften Deutschland im Herbst 2002 Doch warum ist das so Kaum eine Thematik beschäftigt die betriebswirtschaftliche Wissenschaft und Praxis seit vielen Jahrzehnten so sehr wie die der Mitarbeitermotivation Wie erreichen Unternehmen eine Leistungssteigerung ihrer Mitarbeiter Welche Mittel und Wege sind möglich und effizient Stellenvariable Lohn und Beteiligungssysteme wirklich das oft angepriesene Optimum zur Motivation dar Was kann das Management hinsichtlich der Motivation unternehmen um in Zeiten der Globalisierung und wirtschaftlichen Krisen konkurrenz und durchsetzungsfähig zu bleiben Und welche Bedeutung kommt in diesem Zusammenhang den Bedürfnissen des Mitarbeiters zu Diese Fragestellungen sind es wert einer genaueren Analyse unterzogen zu werden was im Rahmen der nachfolgenden Ausführungen geschehen soll Aus der Motivationsforschung haben verschiedene Wissenschaftler theoretische Ansätze entwickelt wie und warum menschliches Handeln zu Stande kommt Diese dienen als Grundlage bei der Entwicklung der immateriellen und materiellen Motivationsinstrumente mit denen sich die

Verfasserin im Hauptteil der Arbeit intensiv auseinandersetzt Besondere Berücksichtigung finden hier die verschiedenen klassischen und innovativen Beteiligungssysteme Ein Blick ins Ausland zeigt wie man dort mit dieser Fragestellung umgeht Der abschließende Ausblick verdeutlicht die zentrale Bedeutung von Mitarbeitermotivation im Arbeitsalltag und die Tendenzen in der nahen Zukunft Inhaltsverzeichnis Inhaltsverzeichnis Abkürzungsverzeichnis4 Symbolverzeichnis5 Abbildungsverzeichnis5 1 Einleitung6 2 Motivationsforschung 2 1Begriff der Motivation7 2 2Motivationstheorien8 2 2 1Inhaltstheorien9 2 2 1 1Bedürfnistheorie von Maslow10 2 2 1 2ERG Theorie von Alderfer12 2 2 1 3Zwei Faktoren Theorie von Herzberg14 2 2 2Prozesstheorien15 2 2 2 1SIR Theorie16 2 2 2 2Gleichgewichtstheorie17 2 2 2 3VIE Theorie von Vroom17 2 2 2 4Erwartungs Wert Modell von Porter und Lawler19 2 2 2 5Erweitertes Motivationsmodell von Heckhausen21 2 2 2 6Zieltheorie von Locke22 2 3Fazit und Ausblick24 3 Immaterielle Motivationsinstrumente25 3 1Instrumente einer

Joint Venture Strategies Zenichi Shishido,Munetaka Fukuda,Masato Umetani,2015-12-18 Although they have the potential to create synergies joint ventures by their nature contain inherent risk Therefore each partner in a joint venture needs to incentivize each other in order to maximize its own payoff Extensive pre contractual and post contractual bargaining is essential This book provides successful bargaining strategies from the point of view of each partner company Using a game theoretical framework to analyze joint venture strategy it describes practical and legal issues that arise when creating synergies and incentive bargaining in a joint venture With a particular focus on intellectual property law including analysis based on many real cases the book covers issues relating to creating synergies corporate law issues of conflicts of interest and antitrust law issues relating to cooperation between independent companies Theoretically new and practically useful Joint Venture Strategies will appeal to academics and practicing lawyers From a corporate perspective this book is essential for successful joint venture planning and strategy

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Strategic Marketing Management Carol H. Anderson,Julian W. Vincze,2000 This text offers comprehensive coverage of current marketing management concepts and issues such as globalization information age economy ethics and the environment Each chapter opens with a scenario that introduces students to the topic a margin glossary throughout defines special terms and end of chapter discussion questions and exercises test students understanding of the material The supplementary casebook which may be used with any marketing

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