

Crisis Intervention Strategies 7th Edition

Campaign Management for Campaign Managers and Middle Management in Digital Marketing, Advertising and Branding Pricing Strategies The Strategy Pathfinder Competitive Global Management - Principles and Strategies INTERNATIONAL BUSINESS, SEVENTH EDITION Strategies for e-Business Curriculum-based Assessment The Strategy and Tactics of Pricing Marketing Strategies of Chemical Industry in India The Crisis Counseling and Traumatic Events Treatment Planner, with DSM-5 Updates, 2nd Edition Brand Portfolio Strategy Special Education in Contemporary Society Strategic Positioning in Voluntary and Charitable Organizations Strategy Instruction for Students with Learning Disabilities, Second Edition PRINCIPLES OF MARKETING (For 2nd Semester Students under Gauhati University) Finance: The Basics Synergies Created by a Strategic Fit between Business and Human Resource Strategies CIM Post-grad Diploma Management and Leadership in Social Work Services Marketing: People, Technology, Strategy (Ninth Edition) Akshat Singh Bisht Robert M. Schindler Duncan Angwin Abbass Alkhafaji CHERUNILAM, FRANCIS Tawfik Jelassi Carroll J. Jones Thomas T. Nagle Dr. Neeraj K Dubey Tammi D. Kolski David A. Aaker Richard M. Gargiulo - Professor Emeritus Celine Chew Robert Reid DR. RAJU SUBBA Erik Banks Wilson J. Osito Odiyo BPP Learning Media Todd W. Rofuth Jochen Wirtz

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campaign management for campaign managers and middle management in digital marketing advertising and branding is the only book in the world that dives deep into the science of digital marketing campaign optimization and management while most books merely explain what digital marketing is this one reveals how campaigns truly work how they re built optimized and scaled to deliver measurable growth it s a complete roadmap for those who want to move beyond just running ads and start mastering data driven goal oriented campaign management focused primarily on digital marketing campaigns this book unpacks every layer of the campaign lifecycle from planning and audience research to execution testing performance tracking and optimization readers will learn how to design high performing google meta and cross platform campaigns that convert analyze campaign data to identify inefficiencies and improve roi apply real optimization strategies using metrics timing and behavioral insights implement the pspt framework people skill process technology to reduce errors and enhance campaign output build data backed reports performance dashboards and automated optimization loops bridge the communication and strategy gap between marketing teams clients

and decision makers drawing from real world case studies and advanced marketing practices the book highlights how digital campaigns can evolve from simple ad sets into scalable systems that drive brand awareness engagement and revenue growth whether you re a digital marketing professional campaign manager or middle level strategist this book equips you with the mindset frameworks and tools to master modern campaign management it s more than a marketing book it s a complete guide to managing and optimizing digital marketing campaigns with precision creativity and intelligence

the primary theme of pricing strategies is that pricing should be guided by the marketing concept which indicates that success is achieved through a focus on the needs and sensitivities of the customer this customer focus theme is evident throughout the text the author helps to overcome the mathematical anxieties of students with an intuitive approach to understanding basic pricing concepts and presents mathematical techniques as simply more detailed specifications of these concepts provided by publisher

real world strategic management practice in an interactive micro case format the strategy pathfinder presents an innovative dynamic guide to strategic thinking and practice using real world case examples from companies like apple the bbc hyundai lego mcdonalds nike and spacex to illustrate critical concepts this book enables readers to actively participate in real world strategy dilemmas and create their own solutions strategy pathfinder s live micro cases provoke discussion about business models value creation new ventures and more while its complimentary instructional content introduces you to the best classic and new tools of strategic management rather than passively reproducing past and current ideas strategy pathfinder encourages strategic thinkers to learn by doing the book is designed to help the reader to develop a clear understanding of key concepts while shifting your thought processes towards real strategic action and innovation by enabling you to use strategy theories and frameworks to engage in analytical and creative discussions about key strategic issues facing real companies today form strategic views for yourself and test them against the views of others effectively make and communicate recommendations based on solid strategic analysis that stand up to scrutiny from multiple stakeholders become an active producer of new strategic ideas rather than a passive receiver of past wisdom this third edition has been updated with new chapters and cases to reflect the latest cutting edge issues in strategic thinking and practice and the updated companion website offers students instructors and managers more resources to facilitate understanding interaction and innovation as an active learning experience the strategy pathfinder 3rd edition engages the reader in the work of strategy practitioners by arming you with the empirical research you need and the best strategic management theories and frameworks to better analyse situations you re likely to encounter or already facing in your career the strategy pathfinder teaches you how to improve your strategic thinking and practice and develop your own strategic pathways for the future

each chapter in competitive global management principles and strategies lists important objectives to be learned the latest management research explains strategies of multinational corporations a real life case study helps the reader comprehend the importance of the issues discussed the book features a current literature review drawn from recent studies and research in the major international publications further exemplifying major points

business is increasingly becoming global in its scope orientation and strategic intent this book by a renowned author provides a comprehensive yet concise exposition of the salient features trends and intricacies of international business the subject matter is presented in a lucid and succinct style so that even those who do not have a basic knowledge of the subject can easily understand it the text is enriched and made more interesting by a number of illustrative diagrams tables and insightful boxes of examples another significant feature is the profuse references to indian contexts and examples new to the edition the seventh edition of the book is characterised by restructuring of the contents making it concise revision of data and illustrations addition of latest information and revisions in the chapters

wherever necessary introduction of two new case studies on globalization of pop culture and trials tribulations and triumphs of p g besides updating the remaining cases target audience mba b com and m com ma economics

this is the fourth edition of a unique textbook that provides extensive coverage of the evolution the current state and the practice of e business strategies it provides a solid introduction to understanding e business and e commerce by combining fundamental concepts and application models with practice based case studies an ideal classroom companion for business schools the authors use their extensive knowledge to show how corporate strategy can imbibe and thrive by adopting vibrant e business frameworks with proper tools students will gain a thorough knowledge of developing electronic and mobile commerce strategies and the methods to deal with these issues and challenges

although curriculum based assessment cba has been on the horizon for a number of years there has been a need for a practical classroom based approach for its implementation this second edition is a major revision and update that offers practical and specific methods for developing and using cbas in an educational setting it gives educators a highly specific step by step approach to building cbas in the area of reading word recognition reading comprehension content reading mathematics and written expression each chapter offers detailed easy to read and easy to follow instructions for the assessment construction process to further clarify the process extensive examples are given in table format a unique feature of the text is the manner in which the author illustrates the principles of cba by providing a case study on one student which is referred to in each chapter its formative assessment approach gives the teacher additional detailed information about studentsoco performance which in turn should guide the type of instruction designed and implemented ultimately leading to higher performance on summative outcome measures addition ally detailed information is provided on subject area cba construction the creation and implementation of a district wide cba system for response to intervention and how to use idea s response to intervention in student evaluation

the strategy and tactics of pricing is the most well established and influential strategic pricing text available relied on by practitioners and students globally as a core guide for value based pricing the book explains how to balance the ability to create and extract value through from markets by managing pricing decisions in a more strategic and profitable manner rather than calculating prices to cover costs or to achieve sales goals readers will learn to frame more strategic choices that proactively influence customer perceptions of value manage internal costs and profitably shift demand curves this edition features new discussions on harnessing concepts from behavioral economics as well as a refined value cascade to help organize the topics covered in this book readers will also benefit from major revisions to more than a third of the chapters including an expanded discussion of the role of artificial intelligence and machine learning analytics tools to assist in the evaluation of new pricing opportunities discussion of many of the new pricing and revenue recognition models such as consumption based pricing outcomes based pricing and others an expanded discussion on special topics in pricing that cover many of the transformative pricing moves successful companies have made in the past few years in response to major disruptive forces such as the pandemic as well as re emergent inflation in chapter textboxes and call out to highlight different pricing concepts in action using actual examples of companies addressing market challenges chapter summaries and visual aids to help the reader better understand the ideas and concepts presented throughout this book this comprehensive managerially focused text is a must read for students and professionals with an interest in strategic price management and achieving commercial excellence for their organizations additional online resources include powerpoint slides and an instructor s manual including exercises mini cases and examination questions

this timesaving resource features treatment plan components for 27 behaviorally based presenting problems over 1 000 prewritten treatment goals objectives and

interventions plus space to record your own treatment plan options a step by step guide to writing treatment plans that meet the requirements of most accrediting bodies insurance companies and third party payors includes new evidence based practice interventions as required by many public funding sources and private insurers practiceplanners the bestselling treatment planning system for mental health professionals the crisis counseling and traumatic events treatment planner second edition provides all the elements necessary to quickly and easily develop formal treatment plans that satisfy the demands of hmos managed care companies third party payors and state and federal agencies new edition features empirically supported evidence based treatment interventions organized around 27 behaviorally based presenting problems including child abuse and neglect adult and child suicide job loss disaster ptsd sexual assault school trauma including bullying sudden and accidental death and workplace violence over 1 000 prewritten treatment goals objectives and interventions plus space to record your own treatment plan options easy to use reference format helps locate treatment plan components by behavioral problem includes a sample treatment plan that conforms to the requirements of most third party payors and accrediting agencies including carf the joint commission tjc coa and the ncqa additional resources in the practiceplanners series documentation sourcebooks provide the forms and records that mental health professionals need to efficiently run their practice homework planners feature behaviorally based ready to use assignments to speed treatment and keep clients engaged between sessions for more information on our practiceplanners including our full line of treatment planners visit us on the at wiley com practiceplanners

in this long awaited book from the world s premier brand expert and author of the seminal work building strong brands david aaker shows managers how to construct a brand portfolio strategy that will support a company s business strategy and create relevance differentiation energy leverage and clarity building on case studies of world class brands such as dell disney microsoft sony dove intel citigroup and powerbar aaker demonstrates how powerful cohesive brand strategies have enabled managers to revitalize brands support business growth and create discipline in confused bloated portfolios of master brands subbrands endorser brands cobrands and brand extensions renowned brand guru aaker demonstrates that assuring that each brand in the portfolio has a clear role and actively reinforces and supports the other portfolio brands will profoundly affect the firm s profitability brand portfolio strategy is required reading not only for brand managers but for all managers with bottom line responsibility to their shareholders

special education in contemporary society an introduction to exceptionality offers a comprehensive engaging and readable introduction to the dynamic field of special education grounded in research and updated to reflect the most current thinking and standards of the field this book provides students with the knowledge skills attitudes and beliefs that are crucial to constructing learning environments that allow all students to reach their full potential authors richard m gargiulo and emily c bouck encourage a deep awareness and understanding of the human side of special education providing students with a look into the lives of exceptional students and their families as well as the teachers that work with exceptional persons throughout their lives the seventh edition maintains the broad context and research focus for which the book is known while expanding on current trends and contemporary issues to better serve both pre service and in service teachers of exceptional individuals this title is accompanied by a complete teaching and learning package

using a three stage approach which involves an exploratory survey and multiple case studies this book reveals that charitable organizations are positioning themselves in distinctive ways that are not adequately explained by contemporary perspectives on strategic positioning derived from commercial strategy and marketing management literatures

practical and accessible this book provides the first step by step guide to cognitive strategy instruction which has been shown to be one of the most effective

instructional techniques for students with learning problems presented are proven strategies that students can use to improve their self regulated learning study skills and performance in specific content areas including written language reading and math clear directions for teaching the strategies in the elementary or secondary classroom are accompanied by sample lesson plans and many concrete examples enhancing the book s hands on utility are more than 20 reproducible worksheets and forms

marketing is an essential function of any business bridging the gap between products and consumers in today s dynamic business environment understanding the principles of marketing is crucial for students aspiring to build careers in commerce and management the national education policy nep 2020 emphasizes a multidisciplinary and practical approach to learning encouraging students to develop analytical and decision making skills in real world business scenarios keeping this in mind principles of marketing has been designed to cater to the academic needs of b com 2nd semester students of gauhati university while aligning with the latest developments in marketing strategies and practices this book provides a comprehensive yet simplified approach to the fundamental concepts of marketing ensuring clarity and application oriented learning the content is structured into five well defined units covering key aspects of marketing unit i introduction this unit lays the foundation for marketing by exploring its nature scope and importance it traces the evolution of marketing and differentiates it from selling additionally it introduces the marketing mix and examines the marketing environment discussing its various components including economic demographic technological natural socio cultural and legal factors unit ii consumer behaviour a marketer s success largely depends on understanding consumer behavior this unit explains the nature and importance of consumer behavior the buying decision process and the various factors that influence consumer choices it further explores market segmentation targeting and positioning stp and distinguishes between product differentiation and market segmentation unit iii product this unit focuses on product concepts and classifications along with the importance of product mix branding packaging and labeling it also discusses product support services the product life cycle and the new product development process the consumer adoption process is explained to provide insights into how consumers accept and use new products unit iv pricing and distribution pricing is a crucial aspect of marketing strategy this unit delves into the significance of pricing factors affecting price determination and various pricing policies and strategies it also covers distribution channels their types functions and factors affecting their selection special attention is given to wholesaling retailing e tailing and physical distribution unit v promotion and recent developments in marketing this unit discusses the nature and importance of promotion the communication process and the different types of promotion including advertising personal selling public relations and sales promotion it also examines the promotion mix and the factors affecting promotional decisions additionally this unit introduces students to emerging trends in marketing such as social marketing online marketing direct marketing services marketing green marketing rural marketing and consumerism throughout the book efforts have been made to present the concepts in a structured and student friendly manner the book includes real life examples case studies and self assessment questions to encourage critical thinking and practical application of marketing concepts this book is expected to serve as a valuable resource for students educators and aspiring marketers we hope it fosters a deeper understanding of marketing principles and equips students with the knowledge required to navigate the ever evolving marketing landscape

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this text is an important addition to the ongoing discourse on strategic management particularly strategic human resource management it is a result of research carried out in the agricultural sector in general and on multinational tea firms in particular the author s hands on and conceptual insights gained through nineteen years of experience across african countries make the text a useful tool for company boards of directors and strategic level managers charged with the formulation and implementation of business and human resource strategies in addition it provides justification to hr managers of the need to shift focus from primarily being

concerned with routine transactional hr activities to dealing with transformational ones which are contingent on the circumstances of the organization scholars management consultants and management students will also find the contents of this book to be of great interest and benefit it is now sufficiently recognised that management has to be concerned with deliverables rather than abstractions therefore many firms formulate and implement one form of business strategy or the other however strategies cannot be conceived let alone realised without human resource input the question that hr continues to grapple with therefore is how it can demonstrate the contribution of each employee to the bottom line and business sustainability how this question is to be answered has not always been explained and is even more crucial for the agricultural firms which are characterized by great instability in terms of weather patterns commodity prices currency exchange rates and wage levels hr planning in these circumstances cannot be a simple exercise but getting it right is more important than for organizations in more predictable environments this book moves away from the romanticization of the role of hrm in such organizations and instead provides empirical evidence of the types of business and human resource strategies employed strategic integration between these strategies and the strategic human resource management processes and practices used finally it considers the concomitant synergies achieved by strategic fit between business and human resource strategies and their role in achieving sustainable competitive advantage

a core text book for the cim qualification

full of expert guidance on leadership and management this unique book is geared specifically to the needs of social work administrators educators and practitioners in both academic and agency settings the contents are fully comprehensive and encompass both theoretical approaches to management and leadership plus a wide variety of practical strategies that can be directly applied to practice topics blend the art and science of leadership and management and incorporate all competencies and practice behaviors required by network for social work management nswm and council on social work education cswe these include understanding different leadership styles practicing self reflection and self care methods to motivate teams and mentor others developing strategic plans understanding financial management marketing fundraising human resources program evaluations community collaboration and much more additionally the text illustrates the parallels disparities between social work practice skills knowledge and ethics and those of leadership and management instructor resources include powerpoints for each chapter lecture notes and sample syllabi print version of the book includes free searchable digital access to entire contents key features geared specifically to the needs of social work educators and practitioners in academic and agency settings incorporates all competencies and practice behaviors required by nswm and cswe as cited in each chapter discusses the differences between management and leadership along with best practices fosters knowledge and skill development through the use of competency based real life cases self reflective exercises and thought provoking questions offers examples of how to motivate and work with different age cohorts community groups and other stakeholders addresses the challenges of financial management and fundraising exhibits specific problem solving and decision making strategies

services marketing people technology strategy is the ninth edition of the globally leading textbook for services marketing by jochen wirtz and christopher lovelock extensively updated to feature the latest academic research industry trends and technology social media and case examples this book takes on a strong managerial approach presented through a coherent and progressive pedagogical framework rooted in solid academic research it features cases and examples from all over the world and is suitable for students who want to gain a wider managerial view

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