



Canadian

Organizational Behaviour

11th Edition



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Warner

Organizational Behavior 4th Canadian Edition

Oliver Lonicer



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Canadian Organizational Behaviour Steven Lattimore McShane, Sandra L. Steen, Kevin Tasa, 2014-11 **Customer Selection** Oliver Lonicer, 2002-01-11 Inhaltsangabe Abstract In the real world all customers are not created equal This allusion to the Declaration of Independence captures a recent realisation of many companies different customers represent different values to a company In fact many companies are discovering that a large percentage of their customers are generating losses XY Insurance is among those companies that recently discovered a considerable portion of unprofitable customers in their current book of business This was identified as a major problem especially considering the fact that the company is converting to a publicly traded stock company Given the necessity to produce shareholder value senior management realised that it would be indispensable to ensure the profitability of its accounts One of the factors underlying this problem at XY is the lack of a screening process to ensure the selection of customers with whom a profitable relationship can be built To address this need XY s senior management decided that it would be necessary to develop a tool that enables the sales staff to evaluate customers and ultimately to select customers based on this assessment The objective of this study is the development of a screening tool which can be used as a basis for the selection of XY s customers in the company s large case segment The development of the tool is limited to one of the company s segments because the customers as well as the products differ greatly by segment The tool should enable the company to assess their clients individually and classify each of them as attractive or unattractive so that proper strategies can be applied The strategy development lies outside of the confines of this study and is therefore not discussed in this paper I will however indicate starting points and some important issues when designing these strategies In addition considerations in conjunction with the implementation and introduction process as well as avenues for further research are addressed where appropriate While the initial idea behind the development of the screening tool was to design a mechanism that would allow for the assessment of all of XY s customers existing and prospective it became apparent that this would not be feasible Separate tools for both stages are needed As a result it was decided that a model outlining the needed criteria would be developed and based on this a screening tool for prospective clients would be built The **Organizational Behaviour in a Global Context** Albert J. Mills, Jean C. Helm Mills, John Bratton, Carolyn Forshaw, 2006-01-01 At last there is a lucid well written OB book which covers key issues required in OB teaching but which has a mind of its own Students and faculty will recognize this is more than standard fare Bill Cooke Manchester Business School **Organizational Behavior in Sport Management** Eric MacIntosh, Laura Burton, 2018-04-09 Organizational Behavior in Sport Management fills a gap in sport management literature by exploring the key organizational behavior topics in sport organization settings The text covers issues such as diversity ethics values behavior leadership and much more Book Features Organizational Behavior in Sport Management offers the following features Learning objectives and discussion questions for each chapter that help students conceptualize retain and

understand the content Case studies with discussion questions to help students apply the concepts from each chapter In the Boardroom sidebars that use real life examples from organizations within the field to highlight key topics The In the Boardroom sidebars reflect best practices for various levels of numerous sport organizations affording readers a great range of applications in the sport management world Instructor Guide In addition the text has an online instructor guide that includes chapter objectives discussion questions from the text and their answers discussion questions for case studies and their answers suggestions for integrating the case studies into lectures links to recommended websites assignments class projects essay ideas and lists of suggested readings Focus of Book Organizational Behavior in Sport Management presents classical research in organizational behavior as well as up to date knowledge from the field of sport management The authors offer information on individual intrapersonal interpersonal and organizational processes that are fundamental to working within a sport organization placing equal emphasis on what managers of sport organizations need to understand about human behavior and what each person brings to the work situation in terms of his or her own attitudes thoughts perceptions and skills The authors emphasize empowering employees and understanding their needs and desires regarding work as opposed to managing employees in one particular way With this in mind the authors discuss the roles of sport organization administrators and executives volunteers employees and players and coaches of sport teams exploring how they behave independently as well as how they interact with each other An Understanding of Organizational Behavior Organizational Behavior in Sport Management offers a foundational and contemporary look at the inner workings of sport organizations providing numerous real life examples from throughout the country and grounding students in the key behavioral and managerial issues that leaders managers and employees in sport organizations face today As such this text answers the key questions of why we do what we do at work why others behave as they do and how our interpretation of events and behaviors is subject to our own biases In the process students will gain an understanding of the most important organizational behavior topics and get a glimpse of how they could successfully function in a sport organization **Canadian Books in Print** ,1999

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case studies and exercises and helps readers develop a heightened sensitivity to international market concerns
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