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this is a handbook covering ten principles for packaged software implementations that project managers business owners and it developers should pay attention to the book also has practical real world coverage including a sample agenda for conducting business solution modeling customer case studies and a road map to implement guiding principles this book is aimed at enterprise architects development leads project managers business systems analysts business systems owners and anyone who wants to implement packaged software effectively if you are a customer looking to implement cots software in the future then this book will provide a strategy to maximize your investment if you are in an internal it role and you find that your internal software development methodology doesn t quite work for an off the shelf business software package then this book will provide you with perspective on how to adjust your approach if you are an implementation partner looking to minimize the blood sweat and tears shed with implementing cots software then this book will be a guide to filter out obstacles and enable implementation focus

as a business leader you might think you have cybersecurity under control because you have a great it team but managing cyber risk requires more than firewalls and good passwords cash flow insurance relationships and legal affairs for an organization all play major roles in managing cyber risk treating cybersecurity as just an it problem leaves an organization exposed and unprepared therefore executives must take charge of the big picture cybersecurity a business solution is a concise guide to managing cybersecurity from a business perspective written specifically for the leaders of small and medium businesses in this book you will find a step by step approach to managing the financial impact of cybersecurity the strategy provides the knowledge you need to steer technical experts toward solutions that fit your organization s business mission the book also covers common pitfalls that lead to a false sense of security and to help offset the cost of higher security it explains how you can leverage investments in cybersecurity to capture market share and realize more profits the book s companion material also includes an executive guide to the national institute of standards and technology nist cybersecurity framework it offers a business level overview of the following key terms and concepts which are central to managing its adoption tiers profiles functions informative references

this book constitutes the refereed proceedings of the 18th international conference on product focused software process improvement profes 2017 held in innsbruck austria in november december 2017 the 17 revised full papers presented together with 10 short papers 21 workshop papers 3 posters and tool demonstrations papers and 4 tutorials were carefully reviewed and selected from 72 submissions the papers are organized in topical sections on agile software development data science and analytics software engineering processes and frameworks industry relevant qualitative research user and value centric approaches software startups serum software testing

the next step in the evolution of the organizational quality field lean six sigma lss has come of age however many challenges to using lss in lieu of in conjunction with or integrated with other quality initiatives remain an update on the current focus of quality management quality management for organizations using lean six sigma techniqu

sales five elements in four steps is based on a simple and fundamental idea that all buyers have a strategic position made up of five elements to make sales and close deals sellers must help advance the strategic position of their buyers by following the four proven steps of selling and closing described in this edition strategy principles and formulas for making sales and closing deals in this book derive from the power wisdom of sun tzu the art of war this edition is designed to help sales managers and sales professionals understand why buyers buy and how buyers make their buying decisions so that they can make more sales and close more deals for more information on our business strategy books business strategy planners business strategy courses and business strategy certification programs visit our websites jamessonhill com and suntzustore com

this book highlights the effects of an increasing use of information technology it in manufacturing mainly focus is on the changes in organisation in working procedures and in the demands on the capabilities of the personnel both on the shop floor and the engineering and management levels it disseminates information from the research and development carried out under esprit s integration in manufacturing domain as well as from other activities in similar domains in industry and academia a particular focus is on giving an overview and resume of work undertaken in the third and fourth research framework programmes of esprit

this book addresses the gap in current literature in terms of linking and understanding the relationship between e government and government enterprise architecture provided by publisher

decision support systems dss are widely touted for their effectiveness in aiding decision making particularly across a wide and diverse range of industries including healthcare business and engineering applications the concepts principles and theories of enhanced decision making are essential points of research as well as the exact methods tools and technologies being implemented in these industries from both a standpoint of dss interfaces namely the design and development of these technologies along with the implementations including experiences and utilization of these tools one can get a better sense of how exactly dss has changed the face of decision making and management in multi industry applications furthermore the evaluation of the impact of these technologies is essential in moving forward in the future the research anthology on decision support systems and decision management in healthcare business and engineering explores how decision support systems have been developed and implemented across diverse industries through perspectives on the technology the utilizations of these tools and from a decision management standpoint the chapters will cover not only the interfaces implementations and functionality of these tools but also the overall impacts they have had on the specific industries mentioned this book also evaluates the effectiveness along with benefits and challenges of using dss as well as the outlook for the future this book is ideal for decision makers it consultants and specialists software developers design professionals academicians policymakers researchers professionals and students interested in how dss is being used in different industries

in the midst of climate change responsible business practices and ecological modernization become essential tools for the promotion of sustainability due to the current level of demand for eco friendly products and services there is a need for green training and green human resource development to support green creativity and eco innovation for sustainability by incorporating green initiatives into human resource practices organizations can maintain a positive impact on the environment with a full understanding of sustainable business practices positive impacts on the environmental management field become easier to produce human resource management practices for promoting sustainability is a pivotal reference source that explores the incorporation of green initiatives into all aspects of human resource management practices in a variety of industries the book delivers a discussion on green human capital collective green intelligence and competencies that are essential to cope with the challenges in industry 4 0 it also provides a basis for green recruitment and selection processes as a way of promoting pro environmental behavior in the labor markets while highlighting a broad range of topics including employee relations knowledge management and recruitment this book is ideally designed for executives entrepreneurs human resource managers academicians researchers and students the book is also suitable for conventional and corporate universities looking to meet sustainable development goals as well as policymakers as it provides a guideline in designing and implementing green creativity and eco innovation based on a wide range of global issues confronting sustainability in the fourth industrial revolution

written by one of the nation s most highly regarded project management mentors the complete project management methodology and toolkit provides a combined project and business management solution that any can be readily applied in any industry by both novice and certified project managers aligned with common business practices gerald hill s method shows how to keep on schedule maintain areas of responsibility and evaluate a job s progress from conception to completion the text also offers a methodology implementation guide that gives additional insight into the recommended activities that can be customized to meet the needs of individual organizations

this book provides a framework for software design that shows where the techniques and approaches of design methods for software systems fit in it discusses three methods in detail and demonstrates how to pick techniques from each of them it also shows how to follow problem solving steps that focus on the design problem rather than on the method

this reference expands the field of database technologies through four volumes of in depth advanced research articles from nearly 300 of the world s leading professionals provided by publisher

as technology continues to become more sophisticated a computer s ability to understand interpret and manipulate natural language is also accelerating persistent research in the field of natural language processing enables an understanding of the world around us in addition to

opportunities for manmade computing to mirror natural language processes that have existed for centuries natural language processing concepts methodologies tools and applications is a vital reference source on the latest concepts processes and techniques for communication between computers and humans highlighting a range of topics such as machine learning computational linguistics and semantic analysis this multi volume book is ideally designed for computer engineers computer and software developers it professionals academicians researchers and upper level students seeking current research on the latest trends in the field of natural language processing

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you ve run into this issue numerous times you are developing an asp net application and you need to incorporate functionality that comes pre packaged in sharepoint wikis blogs document management user authentication access management common needs across a variety of solutions without guidance and examples interacting with underlying sharepoint components can be challenging and working with the different sharepoint apis is complicated this book will introduce you to a variety of techniques to master the art of developing asp net applications that are built upon a sharepoint foundation with these techniques you can start using sharepoint as a development platform to enhance and complement your asp net development you II explore integration with sharepoint components the sharepoint net its implementation configuration management code access security feature packaging proper use of sharepoint apis advanced deployment techniques pro asp net sharepoint 2010 walks you through all of the steps needed to successfully build and deploy asp net solutions within the sharepoint platform you II then be able to greatly enhance your applications and build unique solutions that are a mixture of sharepoint and asp net

this book brings together valuable research on the adoption of a systems approach to the theory and practice of managing information and people in knowledge intensive activities and processes provided by publisher

in the era of digital technology business transactions and partnerships across borders have become easier than ever as part of this shift in the corporate sphere managers executives and strategists across industries must acclimate themselves with the challenges and opportunities for conducting business mobile commerce concepts methodologies tools and applications provides a comprehensive source of advanced academic examinations on the latest innovations and technologies for businesses including innovative studies on marketing mobile commerce security and wireless handheld devices this multi volume book is an ideal source for researchers scholars business executives professionals and graduate level students

this book contains the refereed proceedings of the second international conference on exploring services science iess that was held in geneva switzerland in february 2010 based on the previous edition and the momentum in this emerging and exciting field iess 2011 offered academics researchers and practitioners from various disciplines an exploratory platform to communicate and share their results and experiences the 17 full and 2 short papers accepted for iess were selected from 47 submissions and cover the whole life cycle of service development including service innovation service design service composition and service sustainability as well as the application of services in information technology businesses and public administration

this textbook provides guidance to both students and practitioners of enterprise architecture ea on how to develop and maintain enterprise models rather than providing yet another list of ea notations and frameworks from a to z it focuses on methods to perform such tasks the problem of ea maintenance named enterprise cartography is an important aspect addressed in this book because ea is a never ending challenge that increases as the organization transformations pace also increases the long time perspective also entails the evolution of architectural frameworks and notations something that does not occur when developing new models thus a catalogue of patterns principles and methods is presented to develop and maintain ea models and views after a general introduction to the book in chapter 1 chapter 2 presents basic concepts for ea modeling chapter 3 further details the set of ea concepts needed to present the patterns and principles which are subsequently introduced in chapter 4 next chapter 5 describes enterprise cartography concepts and principles the remaining book then turns to techniques and methodologies in chapter 6 an ea development method is summarized in chapter 7 an enterprise strategy design approach is proposed while in chapter 8 a business process design methodology is described chapters 9 and 10 focus on information architecture and information systems architecture design approaches including information systems architecture planning and application portfolio management eventually chapter 11 describes a method for enterprise cartography ec design last not least several case studies on ea and ec are proposed in the last chapter

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