## Strategic Management Azhar Kazmi 3rd Edition

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discusses the basics of strategic management as well as financial management and explains how businesses can formulate strategies to pursue their financial objectives and strengthen their financial position it is intended as a text

for postgraduate students of management in addition students pursuing professional courses such as chartered accountancy mfc as well as professionals in the corporate sector will find the book useful

the second edition of the book encompasses two new chapters strategic cost management and business ethics a strategic financial management instrument the book being an augmented version of the previous edition equips the young managers with the fundamentals and basics of strategic management and financial management in a cogent manner the text now provides a better orientation to the students on the topics like corporate restructuring divestitures acquisitions and mergers in the global context with the help of examples and caselets the book has been revised keeping in view the requirements of postgraduate students of management and the students pursuing professional courses such as camfo and cs in addition professionals working in the corporate sector may also find the book beneficial to integrate the financial management functions into business strategy and financial operations distinctive features model question papers have been appended at the end of the book better justification of topics by merging the contents wherever required theory supported with caselets inspired from global as well as indian context

primarily intended for the postgraduate students of commerce and management this compact text covers all the topics prescribed in almost all universities and autonomous institutes in india each concept is explained with the help of many real life examples from the indian context considering the fact that the understanding of the concept of strategic intent is prerequisite to the understanding of strategic management the chapter on strategic intent is included which brings out the differences between various elements of strategic intent it also covers the current happenings in the businesses from the indian context similarly a topic on strategic choice has been discussed at length because of the fact that bcg growth share matrix and ge nine cell matrix are extremely useful in making a strategic decision in real life besides the book contains ten case studies on various topics of strategic management such as environmental appraisal critical success factors swot analysis strategic intent strategic choice business level strategy formulation and choice of growth strategy all these cases are provided with authentic industry specific data firms are chosen from different businesses thereby giving business specific flavour and a broad understanding of various business domains

this book human resource management in small and medium enterprises is a comprehensive textbook specially designed to meet the needs of management students and authors adopting an application orientation approach to the subject it explains the various concepts by using illustrations figures and tables the book provides in depth coverage of topics such as research for hrd practices in small and medium size firms labor force in saarc region export performance in south asia vs the rest of the world economic growth in india modern competition models and stages in the evolution and development of hrm salient features of the book include a simple and easy to understand framework focus on clarity of concepts and applications and interesting and meaningful contents the book aims to provide a step by step approach to each topic particularly those requiring human resource strategies and management treatment to compete and emerge successful in global competitive environments demands an effective and efficient management system many organizations are in fact increasing their it concepts strategies and issues involved in developing and managing information regarding management aspects

the book would serve as a standard textbook on the subject of industrial marketing and thus will be useful for students of management this book is aimed at providing better conceptual understanding of the industrial marketing as well as enhancing the skills required in its practice the book begins with the review of fundamentals of marketing concepts in industrial marketing industrial marketing environment gathering market intelligence organisational buying behaviour and segmentation and positioning in industrial marketing then it goes on to give an insightful analysis of product mix price mix marketing channels marketing control and project marketing the text concludes with a discussion on commercial terms clauses and documents involved in the practice of industrial marketing the text provides eleven case studies which lend a practical flavour to it and illustrate the concepts discussed key features shows the importance and selection criteria of marketing channels explains commercial clauses and contents of documents explains difference between product marketing and project marketing provides questions at the end of every chapter interspersed with real life examples this book should also prove very handy to the practicing manager new to this edition four new chapters namely review of marketing fundamentals industrial marketing environment negotiating sales deals and key account management have been added keeping in mind the importance of case studies for both the students as well as practitioners four new cases have also been added in this edition besides material is added in most of the chapters to discuss some topics in more detail or some sub topic which were

missing in the earlier edition problem questions added at the end of the chapters will help the students to understand the practical applications of marketing concepts in real business world the concepts are supported by real life examples diagrams and tables to reinforce the understanding of the subject matter

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