

# The Competency Equation Paperback

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this new edition builds on the strengths and successes of the first edition and has been  
fully updated to reflect changes in the world of work following the global financial crisis  
the authors combine a managerial approach focusing on practical real world applications  
with a rigorous critical perspective that analyses the research behind the theories  
the text addresses alternative theoretical perspectives in parallel to the introduction of new

worldwide cases and examples new pedagogical features such as the ethical dilemma and critical thinking boxes reinforce the critical approach the concise coverage of the core topics can be applied to both one semester and year long teaching and learning patterns

today's business environment is a competition and business managers need the right game plan if they want to win successful businesses do a lot of the same things well they track inventories expenses growth break even units margins employee turnover compensation plans return on training sales earnings per employee and a host of other statistics but to win in business managers need to do more than track these benchmarks they need to improve results winning business provides the benchmarks business managers should track it shows managers how to calculate each benchmark and presents ways to improve their results in short this book provides a company with a blueprint for success each benchmark produces a value that managers can track over time to monitor the impact on their operations to help managers evaluate their performance it provides industry wide benchmarks that list the results retailers manufacturers and even publishers should target winning business provides benchmarks for managerial accounting sales and marketing employee benefits financial performance market indicators inventory analysis many others included free is a full multimedia version of winning business the cd rom includes winning business multimedia in adobe pdf portable document format file format for win 95 98 nt 3 51 or above mac system 7 5 or higher unix and other platforms you'll get all 257 tips from the book complete with their workable equations bonus for windows 95 98 nt 3 51 or above users financial analysis calculator version 1 1 0 with this free program you can enter your company's financial statement information and watch as the program automatically performs all of the ratio calculations for you in an instant you can have a vast array of critical performance characteristics mapped out for you

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