

# Spreadsheet Modeling For Business Decisions

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Williams Quanyu Huang James Benson Kenneth W. Boyd Chuck Ballard Mike Agugliaro Oliver Surdival Alan J. Rowe Elena G. Popkova J. Frank Yates Abraham Shuchman Eric Endebrock Chris Gore John A. Humphrey John Mews

this breakthrough study examines how business decisions explain successful and unsuccessful performance real world and academic research is evaluated including interviews and cases studies to create a model of how decisions and performance are connected for businesses of all sizes recommendations are made to optimize decision making and projections about the future of decision making and performance are provided

a hands on guide to the use of quantitative methods and software for making successful business decisions the appropriate use of quantitative methods lies at the core of successful decisions made by managers researchers and students in the field of business providing a framework for the development of sound judgment and the ability to utilize quantitative and qualitative approaches data driven business decisions introduces readers to the important role that data plays in understanding business outcomes addressing four general areas that managers need to know about data handling and microsoft excel uncertainty the relationship between inputs and outputs and complex decisions with trade offs and uncertainty grounded in the author s own classroom approach to business statistics the book reveals how to use data to understand the drivers of business outcomes which in turn allows for data driven business decisions a basic non mathematical foundation in statistics is provided outlining for readers the tools needed to link data with business decisions account for uncertainty in the actions of others and in patterns revealed by data handle data in excel translate their analysis into simple business terms and present results in simple tables and charts the author discusses key data analytic frameworks such as decision trees and multiple regression and also explores additional topics including use of the excel functions solver and goal seek partial correlation and auto correlation interactions and proportional variation in regression models seasonal adjustment and what it reveals basic portfolio theory as an introduction to correlations chapters are introduced with case studies that integrate simple ideas into the larger business context and are followed by further details raw data and motivating insights algebraic notation is used only when necessary and throughout the book the author utilizes real world examples from diverse areas such as market surveys finance economics and business ethics excel add ins statprogo and treeplan are showcased to demonstrate execution of the techniques and a related website features extensive programming instructions as well as insights data sets and solutions to problems included in the material data driven business decisions is an excellent book for mba quantitative analysis

courses or undergraduate general statistics courses it also serves as a valuable reference for practicing mbas and practitioners in the fields of statistics business and finance

this book is an adaptation of the successful us text cost management by hilton maher and selto written specifically for an international audience major improvements include diverse and truly international examples of organizations examples used throughout the book are from all over the world and represent manufacturing retail not for profit and service firms in many different countries completely restructured and rewritten text the book has been rewritten restructured and also shortened significantly to align content closer with international courses integral use of spreadsheets spreadsheet software is used for explaining techniques and making applications more realistic in depth research summaries of international research studies that address important cost management issues have been updated and more references to recent research findings have been added intuitive explanation of accounting the authors show directly how events impact the balance sheet and profit and loss account

if you're serious about making better decisions in your business and your life read this book and discover the hidden psychological biological and physiological factors influencing the decisions you make expert author steve williams shows how an awareness of these influences can improve the quality of the decision making process and increase creativity and innovation insightful and easy to read making better business decisions will help you analyze options more clearly and creatively reduce decision time recognize and focus on priority decisions understand why and how others make the decisions they do

explains who is involved in business decision making how decisions have been made what the characteristics and strategies of chinese decision making are and why decision making has followed certain patterns in china includes discussion questions after each chapter of interest to people thinking of doing business in east asia consultants government officials and researchers paper edition unseen 24 95 annotation copyrighted by book news inc portland or

business runs on decisions business relies on estimates plans and projections and we all know how accurate they tend to be careers are made careers are broken based on perceived accuracy in estimation and planning but what if the successes and failures of these projects were not based on the prowess of those making the plans what if successes and failures were instead the result of a more complex set of events what if our own cognitive biases our own brains were creating our inaccuracies our poor assumptions and our unreasonable

expectations why plans fail directly addresses our ability to plan to forecast and to make decisions written by jim benson author of the shingo research award winning personal kanban urban planner software developer and business owner who has planned and built everything from small software projects to houses to urban freeway systems why plans fail is told by someone with much skin in the estimation and planning game this short work is the first in the modus cooperandi mememachine series which looks specifically at underlying issues that directly impact the success of teams companies and individuals the mememachine series is meant to start conversations and advance discussion

take control of overhead budgeting and profitability with cost accounting cost accounting is one of the most important skills in business and its popularity as a course in undergraduate and graduate business and management programs speaks to its usefulness but if you ve ever felt intimidated by the subject s jargon or concepts you can stop worrying cost accounting is for everyone in cost accounting for dummies you ll be taken step by step through the basic and advanced topics found in a typical cost accounting class from how to define costs and how to allocate them to products or services you ll learn how to determine if a capital expenditure is worth it and how to design a budget model that forecasts changes in costs based on activity levels whether you re a student in your first cost accounting course or a professional trying to get a grip on your books you ll benefit from simple methods to evaluate business risks and rewards explanations of how to manage and control costs during periods of business change and pivots descriptions of how to use cost accounting to price it projects cost accounting for dummies is the gold standard in getting a firm grasp on the challenging and rewarding world of cost accounting

an enterprise can gain differentiating value by aligning its master data management mdm and business process management bpm projects this way organizations can optimize their business performance through agile processes that empower decision makers with the trusted single version of information many companies deploy mdm strategies as assurances that enterprise master data can be trusted and used in the business processes ibm infosphere master data management creates trusted views of data assets and elevates the effectiveness of an organization s most important business processes and applications this ibm redbooks publication provides an overview of mdm and bpm it examines how you can align them to enable trusted and accurate information to be used by business processes to optimize business performance and bring more agility to data stewardship it also provides beginning guidance on these patterns and where cross training efforts might focus this book is written for mdm or bpm architects and mdm and bpm architects by reading this book

mdm or bpm architects can understand how to scope joint projects or to provide reasonable estimates of the effort bpm developers or mdm developers with bpm training can learn how to design and build mdm creation and consumption use cases by using the mdm toolkit for bpm they can also learn how to import data governance samples and extend them to enable collaborative stewardship of master data

exclusive strategies from ceo warrior service business owners are faced with a difficult task every single day you must make rapid fire decisions flawlessly while so many pieces hang in the balance your employees your customers and even your family are relying on you to make great decisions quickly problem is it's hard to make great decisions and business owners only have limited time to make them and there are so many factors that influence a decision what's the real cost of a good decision or a bad one what's the real benefit what if you make a poor decision what if you're faced with two seemingly great decisions but you can only choose one what if you're just not sure how it will impact everyone that's where the power of making great business decisions come in in the power of making great business decisions mike agugliaro co founder of ceo warrior shares the insight he learned when he and his business partner turned around a struggling service business and built it into a 30 million year service business empire during that time he created a simple powerful strategy that helped him make great decisions constantly and he refined and perfected this system over the years today it's used by countless service business companies around the world to ease the challenge of decision making and ensure that better decisions are made daily this book is a useful tool that won't sit on your bookshelf you'll use it daily in your business and you can train your team to use the same strategy so that everyone in your company is aligned and constantly making great decisions

the ten laws of great decision making explore the different approaches and influences that feed into great decision making it identifies ten fundamental laws that if applied to decision making can help entrepreneurs and business leaders make great decisions consistently over time the ten laws is a practical guide that is easy to apply to help you make great decisions for your business

specifics of decision making in modern business systems focuses on the regularities and tendencies that are peculiar for the modern russian practice of decision making in business systems as well as the authors solutions for its optimization in view of new challenges and possibilities

why do the people in some companies continually dazzle us with their brilliant

decisions while those in others make one blunder after another do they understand their businesses better are they just plain smarter or is it all a matter of luck the answer says j frank yates is none of the above the real key rarely recognized is how the leaders manage the company's decision processes the leaders decision management practices drawing on his thirty years of research and experience as well as scholarship from psychology economics statistics strategy medicine and other fields to explain the fundamental nature of business decision problems yates highlights the ten cardinal decision issues crucial to managing the decision making process and ultimately better company decisions he covers problems ranging from recognizing whether a decision is actually called for to assuring that a preferred course of action will be implemented he shows how solid decisions result when managers ensure that deciders resolve every cardinal issue effectively for every decision problem facing the company he also reveals how conversely chronically poor decisions are traceable to managers allowing or even creating conditions that encourage deciders to fall short in how they address at least one of those critical issues

navigate decisions with clarity in an uncertain world in the realm of business decisions the allure of precision often leads us down a perilous path beyond the numbers is your guide to unraveling the intricate web of false precision that can shroud critical decision making precision is seductive promising certainty in an uncertain world yet as this insightful book reveals it's a siren song that can lead to misguided strategies and costly missteps with a blend of real world examples and practical insights the author exposes the dangers of false precision and offers a roadmap for businesses to navigate with clarity and confidence whether you're steering a startup or captaining a corporate giant this book equips you to chart a course based on informed judgment rather than falling prey to the allure of false precision in a world where every digit carries weight beyond the numbers invites you to see beyond the surface navigate the pitfalls and make decisions that truly shape the future of your business embark on a journey that goes beyond the illusion of precision and discover the power of strategic decision making in the unpredictable landscape of business

a study of effective decision making in business at the strategic level it emphasizes how to improve decision making and provides a framework for analysis of techniques appropriate to particular organizations and circumstances case study material is provided at the end of each chapter

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