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	Titolo	100 greatest American plays / / Thomas S. Hischak, [editor]
	Pubbl/distr/stampa	Lanham, Maryland : , : Rowman & Littlefield, , [2017] ©2017
	ISBN	1-4422-5606-0
	Descrizione fisica	1 online resource (409 pages)
	Disciplina	812.008
	Soggetti	American drama
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	Formato	Materiale a stampa
	Livello bibliografico	Monografia
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2.	Record Nr.	UNINA9910491026303321
	Titolo	Advances in Human Factors, Business Management and Leadership : Proceedings of the AHFE 2021 Virtual Conferences on Human Factors, Business Management and Society, and Human Factors in Management and Leadership, July 25-29, 2021, USA / / edited by Jussi Ilari Kantola, Salman Nazir, Vesa Salminen
	Pubbl/distr/stampa	Cham : , : Springer International Publishing : , : Imprint : Springer, , 2021
	ISBN	3-030-80876-9
	Edizione	[1st ed. 2021.]
	Descrizione fisica	1 online resource (378 pages)
	Collana	Lecture Notes in Networks and Systems, , 2367-3389 ; ; 267
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	Soggetti	Industrial Management Personnel management Technological innovations Human Resource Management Innovation and Technology Management
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa

Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	<p>Intro -- Advances in Human Factors and Ergonomics 2021 -- Preface -- Contents -- Business Excellence -- Startups Born Out of Academia: Structural Pattern of Monetization Failures, Rectified -- 1 Introduction -- 2 Tendency of Lack of Focus on Business Development, Sales and Marketing? -- 3 How Not to Fail, and How to Succeed -- 3.1 Customer Management Relationship is the Key -- 3.2 Not Focusing on Sales Process and Its Elements -- 4 The Importance of Timing -- 5 Development Tools -- 5.1 Business Development Assessment -- 5.2 Unique Competing Space -- 5.3 Value Sales Process -- 6 Conclusions and Recommendations -- References -- From Globalization Towards Localization in Sales -- 1 Introduction -- 2 Culture -- 3 Sales and Value -- 4 Summary -- References -- Sales Professionalism - A Practice Theory Study -- 1 Introduction -- 2 Conceptual Tools -- 3 Application and Methods -- 4 Summary -- References -- Future Investor Habits -- 1 Introduction -- 2 Unstable Youth -- 3 Social Media Glamor and Playground -- 4 Research -- 5 Young and Ethical Investing -- 6 The Importance of Education Saves -- 7 Summary -- References -- Business Management and Society: Business and Industry -- Ecosystem-Based Development in the Transition of the Fourth Industrial Revolution -- 1 Introduction -- 2 Theoretical Framework -- 3 Research Objectives, Questions, Methodology -- 4 Ecosystem-Based Development -- 5 Research Analysis and Results -- 6 Conclusions -- References -- Business Model Innovation in Energy Businesses: Driving Factors, Trends and Implications for the Future -- 1 Introduction -- 2 Objective and Methods of the Study -- 3 Discussion -- 3.1 Energy Consumption: From Consumers to Prosumers -- 3.2 Regulations: The Need of New Governance Mechanisms -- 3.3 Utility Companies: Change in Business Models -- 4 Conclusion -- References.</p> <p>Addressing Financial Barriers Influencing the Adoption of Solar PV: The Role of Business Models -- 1 Introduction -- 2 Objectives and Methods of the Study -- 3 Discussion -- 3.1 Power Purchase Agreement -- 3.2 Loan or Financing from Local Financial Institution -- 3.3 Dealer Financing -- 3.4 Support on Net Metering Connectivity -- 3.5 Sale and After-Sale Services -- 3.6 Performance Measurement Tools and Guidance -- 3.7 Buyback Installed Solar PV -- 4 Conclusion -- References -- COVID-19 in Relation to Business and Management: A Bibliometric Analysis -- 1 Introduction -- 2 Method -- 3 Analysis and Results -- 4 Discussion and Implications -- References -- Educating Next Generation B2B Sales Experts: First Impressions of B2B Sales Competitions in South-East Asia -- 1 Introduction -- 2 Sales Competitions as an Educational Method -- 3 SEASAC in a Nutshell -- 4 Enhancement of Students' Competences -- 5 Practices in B2B Sales Education -- 6 Matching with South-East Asian Regional Priorities in Education -- 7 University-Business Cooperation -- 8 Conclusions and Discussion -- References -- Process Optimization of Advertising Articles Using an Integrated Strategy of Production and Environmental Care -- 1 Introduction -- 2 Development -- 2.1 Analysis of Advertising Processes -- 2.2 Data Collection -- 2.3 Generating Options -- 2.4 Reduction in Source -- 3 Results -- 3.1 Estimating Reduction Levels -- 3.2 Calculation of Productivity Increase -- 4 Conclusions and Future Work -- References -- Influence of Energy Cost on Industrial Competitiveness in a Refined Tuna Protein Processing Company -- 1 Introduction -- 2 Process Analysis -- 2.1 Energy Consumption -- 2.2 Variables Correlation -- 3 Results -- 4 Conclusions and Future Work --</p>

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Assessment of the Forecasting Capacity of the Bankruptcy Prediction Models in Companies Listed on the Stock Exchange in Chile and Brazil -- 1 Introduction -- 2 Methodology -- 3 Conclusions -- References -- Requirements for a Human-Centered Automotive Development Process: Results of a Case Study from the Perspective of Demographic Change -- 1 Introduction -- 1.1 Motivation and Aim of the Paper -- 1.2 State of Research -- 2 Methodology -- 2.1 Case Study -- 2.2 Industrial Project Concerning Demographic Development -- 3 Results -- 3.1 Findings from "Ergonomic Workplace Design" -- 3.2 Findings from "Age-appropriate and Skill-appropriate Workplace Design" -- 3.3 Findings from "Intergenerational Knowledge Transfer" -- 3.4 Findings from "Personnel Development" -- 4 Conclusion and Outlook -- References -- Analysis to the Chilean Pension Fund System, Comparing Stochastic Technical Frontier and Envelop Technical Frontier Methodologies -- 1 Introduction -- 2 Technical Efficiency Frontier -- 3 Methodology -- 4 Results and Conclusions -- 5 Conclusions -- References -- Peculiarities of Psychologists' and Social Pedagogues' Work in Terms of Quarantine -- 1 Introduction -- 2 Methodology -- 3 Results -- 4 Conclusion -- References -- Felt Justice. Correlations Between University Students and University Personnel -- 1 Literature -- 2 Research -- 2.1 Initial Sample -- 2.2 Analysis -- 3 Results -- 4 Conclusions and Discussion -- References -- User Survey Based on Household Product Consumption Experience -- 1 Introduction -- 1.1 Background -- 1.2 Problem Discover -- 2 Literature Review -- 2.1 Service System Design -- 2.2 Previous Work -- 3 Research Framework -- 4 Results -- 4.1 Field Study -- 4.2 Quantitative Validation -- 5 Conclusion -- References.
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and the Monetary Value for Changing Obesity Treatment into an Investment -- 1 Introduction -- 2 Overweight and Obesity is a Complex Challenge -- 2.1 Complexity of Treating Obesity -- 2.2 Benefits of Reducing and Preventing Obesity and Overweight -- 3 Weight Health as an Useful Health Paradigm in Preventing and Treating Overweight and Obesity -- 3.1 The Concept of Weight Health -- 4 Conclusions and Future Research -- References -- Consumer Extraversion, Novelty Seeking, and Use of Mobile Instant Messaging (MIM) -- 1 Introduction -- 2 Theoretical Framework -- 3 Methods -- 4 Results -- 5 Discussion and Implications -- References -- The Gap Between Theory and Reality in Retail Internationalization Research in China: An Analytical Perspective and Future Research Directions -- 1 Introduction -- 2 Current Situation of Retail Internationalization in China -- 2.1 Actuality of Innovative Multinational Retailers from Developed Countries -- 2.2 Actuality of International Retailers from Developing Countries -- 3 Examination of Existing Research -- 3.1 Theory of Retail Internationalization -- 3.2 Limitations of Existing Research and Positioning of This Research -- 4 New Analytical Perspective -- 4.1 Value Network -- 4.2 Value Network in Retailing -- 5 Conclusion -- References -- Exploring the Relationship Between Ethical and Sustainable Consumption in Short Supply Chains: A Literature Review -- 1 Introduction -- 2 Literature Review -- 2.1 Sustainable Development -- 2.2 The Project SDGsConsum to Achieve the Sustainable Development Goal 12 and Challenges Due the COVID 19 Pandemic -- 2.3 Sustainable Consumption on Pandemic Times -- 2.4 Short Supply Chains -- 2.5 Ethical Consumption -- 3 Methodology -- 4 Results -- 5 Discussion -- 6 Conclusion -- References. Purchase Decision-Making Factors of Cultural and Creative Products in Colleges and Universities Based on DEMATEL.

Sommario/riassunto

This book analyzes new theories and practical approaches for promoting excellence in human resource management and leadership. It shows how the principles of creating shared value can be applied to ensure faster learning, training, business development and social renewal. In particular, it presents novel methods and tools for tackling the complexity of management and learning in both business organizations and society. Gathering the proceedings of the AHFE 2021 Conferences on Human Factors, Business Management and Society, and Human Factors in Management and Leadership, held virtually on July 25–29, 2021, from USA, this book provides researchers and professionals with extensive information, practical tools and inspiring ideas for achieving excellence in a broad spectrum of business and societal activities.
