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Acknowledged authors Julian Gaspar , James Kolari , Richard Hise , Leonard Bierman , L. Murphy Smith wrote Introduction to Global Business: Understanding the International Environment & Global Business Functions comprising 432 pages back in 2016. Textbook and eTextbook are published under ISBN 1305501187 and 9781305501188.

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Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the knowledge and skills necessary for student success in this course and beyond.

Taking an interdisciplinary approach, An Introduction to Global Studies presents readers with a solid introduction to the complex, interconnected forces and issues confronting today's globalized world. Introduces readers to major theories, key terms, concepts, and notable theorists Equips readers with the basic knowledge and conceptual tools necessary for thinking critically about the complex issues facing the global community Includes a variety of supplemental features to

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Real Management 1st Edition

Written by Neil M. Coe, this Advanced Introduction provides a comprehensive guide to the vibrant and expanding global production network (GPN) approach, through deftly exploring its antecedents, theoretical underpinnings, and debates and controversies in the field. The author argues overall that, during a time of profound on-going challenges within the global economic system, the need for a GPN framework has never been more pressing.

Mastering Global Business Development and Sales Management focuses on the importance of companies and executives recognizing that their organization is sales driven, and that there is a definite pronounced connection between sales and all other aspects of how a company operates. It details the sales manager's role in developing sales personnel, delivering new business to the organization, and otherwise becoming a driving force for the overall prosperity of the company. This book differentiates itself by providing the essence of international sales management. Shows how to develop a marketing and sales strategy for globalization Details regional versus country-specific profiles Explains what all sales personnel need to know about export trade compliance, logistics, and supply chain operations Provides sales and negotiation skill sets

Considers international business as a multifaceted, global activity rather than as the exploitation of markets by a single country, usually the USA. Chapters include extracts from popular business analyses to help students relate public information to business opportunity.

Ethics in business is not a new topic and has been intensely discussed since the emergence of the so-called limited companies. However, privatization, technological and digital innovation, changes in moral perception, economic and financial crises and globalization stir a more recent debate on how companies should behave in our societies. This book starts from the position that ethics in business should imply an open debate on norms and values, using a sound methodology to get there. Ethics should cross borders: not only the borders of a country, but also the borders of someone's moral imagination. Ethics should not only be about harmony but also about conflict (and how to deal with that). Ethics should be realistic and well substantiated by academic research. Ethics should be used to understand the complexity of the world, and the challenges companies struggle with on various levels. Therefore, this book is composed of three parts in which ethics is discussed at different levels. In part one we discuss ethics at the level of the individual. In part two we discuss ethics and business. In the third part, ethics is discussed in the context of a globalized world. In each chapter, we discuss the ethical complications of each topic from various - and preferably opposing - perspectives. Each perspective is methodologically and academically

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substantiated. Each chapter ends with an extensive literature list in which the original sources are listed for further reading. Furthermore, at the end of each chapter, a summary is written in which the most important definitions and viewpoints are highlighted. The frequent use of colorful and bold examples make this an accessible read for bachelor and master students at business schools and professionals in international business.

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