

Small Business Management 16th Ed

In many countries, small businesses comprise over 95% of the proportion of private businesses and approximately half of the private workforce, with information technology being used in over 90% of these businesses. As a result, governments worldwide are placing increasing importance upon the success of small business entrepreneurs and are providing increased resources to support this emphasis. *Managing Information Technology in Small Business: Challenges and Solutions* presents research in areas such as IT performance, electronic commerce, Internet adoption, and IT planning methodologies and focuses on how these areas impact small businesses.

Women represent the fastest growing group of entrepreneurs today. Despite the enormous economic contributions of this group, female entrepreneurship remains under-explored and inadequately covered in academic literature. *Female Entrepreneurship and New Venture Creation* aims to address this gap by shedding light on the unique aspects of female entrepreneurship. Tracing women's journey along the venture creation process, Kariv's book: highlights the creatively different ways in which women approach the entrepreneurial enterprise; takes into account different environmental and cultural constraints that impact female entrepreneurship; provides a theoretical framework for the venture creation process that is practical and broadly applicable; includes in-depth case studies drawn from contributors around the world. This book captures the diversity of female entrepreneurship and provides a valuable synthesis of the insights that emerge from the stories of women entrepreneurs around the world. It will be a valuable resource for students of entrepreneurship, as well as

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professionals.

ENTREPRENEURSHIP: THEORY, PROCESS, PRACTICE, 10e, combines a practical, step-by-step approach with a theoretical foundation to form a basic framework for understanding the theory, processes, and practice of entrepreneurship. Recognized for over 25 years as one of the leading books in the field, the aim of the text is to present the most current thinking in entrepreneurship, as well as to provide learners the opportunity to apply ideas and develop useful entrepreneurial skills. This edition has been updated to include current developments and issues in this explosive field. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

These proceedings represent the work of researchers participating in the 11th International Conference on Intellectual Capital, Knowledge Management & Organisational Learning - ICICKM 2014, which this year is being held at The University of Sydney Business School, The University of Sydney, Australia. The Conference Co-Chairs are Dr John Dumay from Macquarie University, Sydney, Australia and Dr Gary Oliver from the University of Sydney, Australia. The conference will be opened with a keynote by Goran Roos, Advanced Manufacturing Council, Adelaide, Australia who will address the topic of "Intellectual capital in Australia: Economic development in a high cost economy." The second day will be opened with a from James Guthrie, University of Sydney, Australia on the topic of "Intellectual Capital and the Public Sector Research: Past, Present, and Future."

The proceedings of the "Economics and Business Competitiveness International Conference" (EBCICON) provides a selection of papers, either research results or literature reviews, on business transformation in the digital era. Nine major subject areas, comprising accounting and

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governance, customer relations, entrepreneurship, environmental issues, finance and investment, human capital, industrial revolution 4.0, international issues, and operations and supply chain management are presented in the proceedings. These papers will provide new insights into the knowledge and practice of business and economics in the digital era. Therefore, parties involved in business and economics such as academics, practitioners, business leaders, and others will be interested in the contents of the proceedings. Sandra Fielden and Marilyn Davidson, already well known for their contributions to gender issues in management, have brought together an absorbing collection of articles that serve to enhance our understanding of a complex area within organisation studies. . . this particular Handbook is not a mere glossary. The editors provide a forum for scholarly works in a specialised area of small business and entrepreneurship research. And the International Handbook of Women and Small Business Entrepreneurship provides a rich resource collectively, the papers serve to summarise and re-examine much of the relevant research to date. . . an accessible book that follows a logical and coherent pattern. . . the range of this book is significant, and the accomplishment considerable. . . the International Handbook of Women and Small Business Entrepreneurship is a serious contribution to a niche area of entrepreneurship scholarship. The editors and authors have established a place for women in the literature, confirming that gender issues cannot be dismissed as a mere adjunct to the broader field of entrepreneurship study. This collection offers the reader intelligent engagement with the range of research and ways of knowing about women and entrepreneurship. Established scholars will find much of interest, and we would also confidently recommend the Handbook to interested newcomers. Robyn Walker and Kate Lewis, *Women in Management*

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Review Sandra L. Fielden and Marilyn J. Davidson have put a great deal of work into producing this compilation of scientific studies on women and small business entrepreneurship. In this book, the editors have managed to put together an excellent compilation of studies that look at topics that have aroused the highest interest in this field in recent years. . . It offers a good balance between theory and practice-oriented studies and presents an academic viewpoint that comes extremely close to the real, current situation of this phenomenon. This book therefore provides a useful tool both for the academic community in general and for students, particularly at a postgraduate or doctorate level, who wish to gain a state-of-the-art overview of this business phenomenon. It may also be put to good use by women in management and entrepreneurship as well as policymakers and small service providers, given its high empirical content, supported by a sound empirical framework, which deals with real-life issues for women who wish to start up and manage their own businesses. María Ángeles Escribá Moreno, *Entrepreneurship Management* . . . a truly international, unique and impressive contribution to our knowledge and understanding of issues for females starting, running and growing businesses. . . an important read for anyone with an interest in female entrepreneurship, including researchers, support agents and policymakers. Moreover, this book may be of interest to those concerned with the theoretical development of the study of entrepreneurship. Laura Galloway, *International Journal of Entrepreneurship and Innovation* . . . this book can be recommended as an insightful and interesting work on women s entrepreneurship from a broad perspective. Wing Lam, *International Small Business Journal* This truly international Handbook makes a significant contribution to the field of women s entrepreneurship by broadening the scope of the conversation, hearing voices that are often

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unheard, and providing a framework that organizes the current body of knowledge but also presents pathways for future research and practice. Patricia G. Greene, Babson College, US This Handbook is a breakthrough collection. Women worldwide are now starting small businesses and entrepreneurial ventures at a faster rate than men. Though small in size, these initiatives represent a significant factor in economic growth, highlighting their importance. This collection sheds light on the motivations, personality and behaviors of women entrepreneurs, the constrai

"This 10-volume compilation of authoritative, research-based articles contributed by thousands of researchers and experts from all over the world emphasized modern issues and the presentation of potential opportunities, prospective solutions, and future directions in the field of information science and technology"--Provided by publisher.

For 21st-century entrepreneurs, this book provides the practical guidance they need to overcome the often intimidating challenges of starting, organizing, and running a new business effectively and efficiently. • 400 unique evaluative descriptions of print and electronic resources for initial start-up, creating a business plan, management, marketing, personnel and HR, and competitive analysis • Screenshots of important and useful web pages • A glossary of relevant terms and acronyms • An index provides access by author, title, subject, and webpage This insightful Handbook focuses on behaviour, performance and relationships in small and entrepreneurial firms.

"This set of books represents a detailed compendium of authoritative, research-based entries that define the contemporary state of knowledge on technology"--Provided by publisher.

Entrepreneurship has attracted global interest for its potential to catalyse economic and social

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development. Research suggesting that certain entrepreneurial mindsets and skills can be learned has given rise to the field of entrepreneurship education and training (EET). Despite the growth of EET, global knowledge about these programs and their impact remains thin. Entrepreneurship Education and Training Programs around the World: Dimensions for Success surveys the available literature and program evaluations to propose a conceptual framework for understanding the current landscape of EET programs. The study finds that EET today consists of a heterogeneous mix of programs that can be broken into two groups: entrepreneurship education and entrepreneurship training. These programs target a range of participants, from secondary and post-secondary education students to potential and practising entrepreneurs. The study notes that the dimensions of EET programs vary according to the particular target group. Programs targeting secondary education students focus on the development of foundational skills linked to entrepreneurship, while post-secondary education programs emphasize skills related to strategic business planning, and programs serving practising entrepreneurs focus on strengthening entrepreneurs' knowledge. The study finds that a focus on skills and business practices, though unlikely to transform an enterprise in the near term, may accrue benefits to entrepreneurs over time. The study offers implications for policy and program implementation, emphasizing clarity in identifying target groups and desired outcomes for program choices, and a sound understanding of how publicly supported programs offer a broader public good and compare to policy alternatives. Of interest to policy makers, program managers, and practitioners, Entrepreneurship Education and Training Programs around the World: Dimensions for Success makes an important contribution to the ongoing global experiment of EET.

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This book assesses the effectiveness of free trade agreements (FTAs) in unlocking international business opportunities in member states of the Gulf Cooperation Council (GCC). It takes an institutional perspective in explaining the existence and effects of non-tariff barriers and how FTAs can address these barriers to attract foreign investors.

The GCBME Book Series aims to promote the quality and methodical reach of the Global Conference on Business Management & Entrepreneurship, which is intended as a high-quality scientific contribution to the science of business management and entrepreneurship. The Contributions are expected to be the main reference articles on the topic of each book and have been subject to a strict peer review process conducted by experts in the fields. The conference provided opportunities for the delegates to exchange new ideas and implementation of experiences, to establish business or research connections and to find Global Partners for future collaboration. The conference and resulting volume in the book series is expected to be held and appear annually. The year 2019 theme of book and conference is "Transforming Sustainable Business In The Era Of Society 5.0". The ultimate goal of GCBME is to provide a medium forum for educators, researchers, scholars, managers, graduate students and professional business persons from the diverse cultural backgrounds, to present and discuss their research, knowledge and innovation within the fields of

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business, management and entrepreneurship. The GCBME conferences cover major thematic groups, yet opens to other relevant topics: Organizational Behavior, Innovation, Marketing Management, Financial Management and Accounting, Strategic Management, Entrepreneurship and Green Business. This book takes an inside-out approach to examine the broad topic of social entrepreneurship. Instead of looking inward at what social entrepreneurship is, this book looks forward from the view of successful social entrepreneurs to answer the important question, “Where is social entrepreneurship going next?” First, the volume looks at the essential qualities of social entrepreneurs, including the importance of humility as a trait in the social entrepreneur, the way in which social entrepreneurs define themselves as such, and if and how opportunity recognition differs in social and traditional entrepreneurs. Next, the volume looks at the impact of social entrepreneurial businesses on individuals but also on the supply chain, other businesses and the wider community. Next, the book explores social entrepreneurship and global change. This rare and compelling section, offers key insights and lessons in the development and promotion of social entrepreneurship in the global economy. This volume addresses both theory and research, suggesting practical solutions. It engages scholars and practitioners across disciplines in an examination and debate about various

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methods and approaches of enacting programs of social change.

SMALL BUSINESS MANAGEMENT provides a balanced introduction to both entrepreneurship and small business management, with a focus on achieving and maintaining a sustainable competitive advantage as a small organization. Current issues, including global opportunities, service, quality and technology, are highlighted throughout the text. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

The authors present core concepts of entrepreneurship in an easy-to-follow, logical sequence. Starting with basic definitions and an overarching conceptual framework in Part I, the book then addresses topics pertaining to Venture Initiation (Part II), Venture Management (Part III), and Venture Development (Part IV). Each chapter contains a case study in which a real-life entrepreneur, who confronts the issues of growth and competition, is followed. Venture initiation and development are key components of this book. Entrepreneurship has all the standard features that entrepreneurs-in-training need. The book's strength, however, lies in the clear, straightforward, and logical manner in which the various topics within this complex subject are presented. The book also includes learning objectives, outlines, terms, and review questions.

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Now in its 16th edition, this volume is the most widely used and recognized guide to the Malcolm Baldrige National Quality Award. The 2007 Criteria now includes 18 questions, one for each of the Baldrige Criteria Items. Significant changes in the 2007 award include a stronger emphasis on—

- Leadership, which now includes a focus on performance measures and their use by senior leaders;
- Measurement, Analysis, and Knowledge, with a focus on needs for management of information and information technology
- Workforce Focus, redesigned around workforce engagement and the workforce environment
- Customer and Market Focus, with a focus on the voice of the customer
- Process Management, redesigned around work systems, core competencies, and work processes
- Strategic Planning, with a focus on innovation, strategic advantages, and resource needs to accomplish strategic objectives
- Results, aligned with the above categories to ensure the measurement of important and appropriate results

This definitive reference for helping companies achieve world-class results is the only book on the Baldrige Criteria to detail, in simple and straightforward language, every category, examination item, and required area. This book is an important contribution to the field of international entrepreneurship. . . it provides a comprehensive account of internationalization strategies adopted by SMEs in a wide range of European countries, and by

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drawing on a number of empirical studies, it enriches the theory of SME internationalization with a new theoretical framework that can be useful for understanding the complexity of SME internationalization processes in Europe. Julia Korosteleva, Thunderbird International Business Review From Andorra to Wales with stops in more than 35 other European countries along the way, this comprehensive collection of articles is required reading for scholars interested in international entrepreneurship. It provides information on how entrepreneurs and their firms go international from virtually every country in Europe. This unique volume permits researchers to compare how the process of entrepreneurial internationalization is affected by differences in culture, location, technology, and other influences within Europe. Furthermore, the various authors consider a range of theoretically important issues, such as cooperation and trust, venture capital, research and development, learning, networks, and government policy. This book serves as an essential departure point from which scholars can embark on their study of international entrepreneurship in Europe. Benjamin M. Oviatt, Georgia State University, US This is a timely and interesting book that brings together some of the most insightful contributions on the internationalization of new ventures, with an emphasis on the European experiences. Assembling some of the best scholars, the book offers a

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distinctively European perspective one that deserves recognition, analysis, and discussion. I applaud the editors for doing such a masterful job in bringing a great group of researchers and ideas together. I highly recommend this book for any serious researcher and scholar. Shaker A. Zahra, University of Minnesota, US

This remarkable book provides valuable contributions on how the process of SMEs internationalization is operating in 37 different European countries. Researchers in international entrepreneurship will find new materials for theorization. Numerous facets of international business are carefully documented by a great many well-known scholars. Also, given the variety of situations typical of the European small business sector, the book may prove to be helpful to small-scale entrepreneurs wishing to take steps towards internationalization. Overall, this coordinate work makes you realize why Europe is so fascinating. Jean-Jacques Obrecht, University Robert Schuman, Strasbourg, France

This unique comparative study of the internationalization of small firms is a milestone in international business research. It compares the internationalization strategies of fast-growing firms across nearly forty different European countries. It shows that the growth trajectories of firms reflect the investing country's geographical location, natural resource endowments, legal and financial institutions and local culture. There are many important new insights to be gained from a careful study

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of this important new research resource. Mark Casson, University of Reading, UK
This unique Handbook illustrates how entrepreneurs across Europe tackle internationalization. This timely and important book identifies patterns and builds a theory of international entrepreneurship in Europe. The contributors discuss the performances of SMEs on the road to internationalization. Each chapter emphasizes how the process of internationalization of SMEs operates, the challenges and opportunities that arise due to each country's specific political and economic situation, and their subsequent internationalization performance. These processes, challenges and performances can be understood through theories of international business and entrepreneurship. Although at times these theories cannot fully

Strategy management has always been a crucial business aspect that a company must understand to remain successful in the business world. However, there are a number of different approaches that a company can employ in order to differentiate themselves from the competition. Knowledge Management for Competitive Advantage During Economic Crisis brings together the various approaches that affect the superiority of a company's organizational performance and the gains they can make over their competitors. By focusing on concepts such as organizational learning and intellectual capital, this book is an indispensable reference source for researchers, practitioners,

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graduate students, and business managers interested in understanding what approaches are necessary to ensure superior organizational performance. 'This highly original book focuses on human resource management issues in the context of entrepreneurial and small firms, including original theoretical and empirical chapters. . . the book offers a unique insight into understanding the role of HRM in developing sustainable entrepreneurship and entrepreneurial ventures as well as how HRM practices and procedures can be used to help navigate, or indeed drive, the changing landscape in smaller and entrepreneurial firms. It is a useful resource for many small firms, entrepreneurship and economic development researchers, and also for policy-makers and post-graduate students interested in these areas. It provides a starting point to consider a variety of issues with regard to HRM and, in this regard it is an interesting and useful Handbook.' – Qihai Huang, International Journal of Entrepreneurial Behaviour & Research This invaluable reference tool has been designed in response to the growing recognition that too little is known about the intersection between entrepreneurship and human resource management. Paying particular attention to the 'people' side of venture emergence and development, it offers unique insights into the role that human resource management (HRM) plays in small and entrepreneurial firms. A group of international scholars contribute theoretical and empirical chapters on specific HRM issues in the context of entrepreneurial and smaller firms. The Handbook offers a new understanding of the role of HRM in developing

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sustainable entrepreneurship and describes how HRM practices and procedures can be used to help navigate and, indeed, drive the changing landscape in these firms. Exploring the functional aspects and nature of managing HRM in new, small, growing, emerging and entrepreneurial firms, this fascinating Handbook will not only be warmly welcomed by HRM students, researchers and academics, but also by HR practitioners and managers.

Now with SAGE Publishing! Timothy S. Hatten's *Small Business Management: Creating a Sustainable Competitive Advantage*, Seventh Edition equips students with the tools they need to navigate the important financial, legal, marketing, managerial, and operational decisions to help them create and maintain a sustainable competitive advantage in small business. Strong emphasis is placed on application with Experiential Learning Activities and application of technology and social media throughout. New cases, real-world examples, and illuminating features spotlight the diverse, innovative contributions of small business owners to the economy. Whether your students dream of launching a new venture, purchasing a franchise, managing a lifestyle business, or joining the family company, they will learn important best practices for competing in the modern business world. New to this Edition Experiential Learning Activities provide students with hands-on opportunities to practice their small business management skills. Tech in Action boxes highlight how small business owners can leverage technology, big data, and social media. Issues in Small Business boxes

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prompt critical thinking on current issues. Small Business in Action videos showcase stories and interviews from a wide variety of small business owners. How To. . . videos provide students with instructions and examples of basic business tasks such as performing a breakeven analysis, understanding income statements, and forecasting demand.

Managing Information Technology Resources in Organizations in the Next Millennium contains more than 200 unique perspectives on numerous timely issues of managing information technology in organizations around the world. This book, featuring the latest research and applied IT practices, is a valuable source in support of teaching and research agendas.

Enterprise Planning and Development outlines the options and risks involved in setting up a business. It shows how to avoid this failure by focusing on the planning stage and building on this framework as the business develops. The book contains all the underpinning factual information required to prepare a successful Business Plan for presentation to a bank manager, or an alternative potential source of finance, or for use in an NVQ portfolio. It is in line with the major syllabuses for Business Start-Up, and can be used as a course book for anyone completing a formal NVQ level 3 and 4 qualification in this area, with tips on NVQ structure and assessment. Enterprise Planning and Development shows how to make the most of business growth and also how to deal with the different types of problems that are encountered along the way. All

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businesses pass through several stages of growth and it occurs for a number of reasons, such as change in the commercial market, increased customer demand for services or product and higher numbers of customers. The book is structured to follow a logical sequence of questions that makes it readily accessible: Where are we now? Where do we want to go? What resources are needed to get there? What sales and marketing policies do we need to develop? It examines the personnel and staffing implications, the efficiency of the current financial management process and the owner's own abilities to make it all happen

In this book the author investigates the role of entrepreneurship in the socio-economic development of emerging economies, highlighting its vital part in implementing development programs and policy initiatives. In search of efficient ways to stimulate entrepreneurial activities, *Entrepreneurship in Emerging Economies* reviews recent academic research and accumulated policy implementation experiences to identify measures and instruments which can be adopted within emerging countries' institutional context. Particular attention is given to three issues which have dominated the debate on the macroeconomic impact of entrepreneurship at the turn of the twenty-first century: job creation, innovation, and international trade and economic cooperation. In the final chapter the author offers a holistic model of entrepreneurship policy to address the particular needs of emerging economies, encompassing entrepreneurship policy, favourable institutional environments and pragmatic principles for implementing

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selective policy measures.

The third edition of this practical textbook provides an introduction to the world of new and emerging ventures and to the fundamentals of effective new venture management, including such diverse activities as planning, marketing, financing, and growth. This textbook is divided into four distinct parts, guiding readers through the entire new venture management process and focusing in turn on ideas and opportunities, planning, finance, and management challenges. All chapters of this revised edition feature international cases, and the complete business plan has been replaced with a contemporary version. Other new elements to the third edition include: Expanded coverage of the Lean Startup methodology Improved focus on the development and importance of teams A new section on the emergence of equity crowdfunding Further discussion of ethics and the dangers of dramatic scaling Presented in an easy-to-understand style, this book will be a valuable resource for undergraduate and postgraduate students in entrepreneurship and new venture management classes as well as active new venture owners and managers. Online resources include an instructor's manual, test bank, PowerPoint slides, and additional materials to aid instructors and students in applying their knowledge.

Electronic business plays a central role in the economy, facilitating the exchange of information, goods, services, and payments. It propels productivity and competitiveness and is accessible to all enterprises, and as such, represents an opportunity also for SME competitiveness. E-Business Issues, Challenges and Opportunities for SMEs: Driving Competitiveness discusses the main issues, challenges, opportunities, and solutions related to electronic business adoption, with a special focus on SMEs. Addressing technological,

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organizational, and legal perspectives in a very comprehensive way, this text aims to disseminate current developments, case studies, new integrated approaches, and practical solutions and applications for SMEs.

Addresses the field of enterprise systems, covering progressive technologies, leading theories, and advanced applications.

The challenges and opportunities facing the Nigerian youths demand rethinking of new ways of doing things. Youth unemployment and underemployment are at a record high. More than ever, the Nigerian youths are in dire need of finding other avenues to explore in pursuit of life endeavors. Youth employment, underemployment, and unemployment are serious concerns for our society, civilization, and the nation. Ehiobuche and Madueke took a different approach to discussing and presenting a practical approach to youth entrepreneurship from the notion of a shared responsibility for the change of mindset from falling into the victims theory dimensions to intelligent ventures and resilience. Their model presents insight on how a paradigm shift among the youths and the society in general from job search to business development may well lead to entrepreneurs and self-productive citizens. The authors hope to inspire, inform, and encourage today's youths to become tomorrow's entrepreneurs, leaders, and good citizens. Making the transition from seeking employment, unemployment, or underemployment to self-employment/entrepreneurship is the primary purpose of this book. The topics include the following: Conquering personal and cultural roadblocks to entrepreneurship Shifting mental and physical focus from employee to employer Avoiding common pitfalls in starting and running a sustainable small business Making the best out of being a youth The authors urge the Nigerian youths to avoid falling into a victim mentality and start their paradigm shift into the

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mindsets of entrepreneurs.

Oliver Klöckner investigates the changes resulting from buy-outs in family businesses. He contrasts the characteristics of family businesses with those of non-family businesses after a buy-out. His theoretical discussion is complemented by an in-depth analysis of 17 bought-out family businesses in Germany.

Human Resource Management in Small Business fills a gap in our understanding of economic performance. Small businesses are more numerous, have more employees, and contribute more to the economies of nations throughout the world than do large organizations. This book examines a range of issues, including the significance of human resource management (HRM) practices to small business success, the management of work hours and work stressors, work and family issues, succession planning, employee recruitment and selection, and managing staff. It also explores how individuals develop HRM skills, and learn from their own and others' experiences. The role of HRM practices in successful small businesses is illustrated through a range of case studies. Including contributors who are internationally recognized academics from a range of countries; this book will prove to be an essential resource for postgraduate students and academics in management. Professional managers and owners in SMEs will also discover great insights from this admirable book.

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