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Education Management and Management Science Feb 24 2022 This proceedings volume contains selected papers presented at the 2014 International Conference on Education Management and Management Science (ICEMMS 2014), held August 7-8, 2014, in Tianjin, China. The objective of ICEMMS2014 is to provide a platform for researchers, engineers, academicians as well as industrial professionals from all over the wo

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BRI and International Cooperation in Industrial Capacity Dec 25 2021 BRI and International Production Capacity Cooperation: Industrial Layout conducts analysis on China's advantageous surplus capacity of various industries and measures for optimizing their overseas layout with experience on production capacity cooperation of home and abroad, providing a wealth of information for a thorough understanding on relevant areas to domestic and foreign investors.

Business America Sep 21 2021 Includes articles on international business opportunities.

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Global Value Chains and Production Networks Oct 03 2022 Global Value Chains and Production Networks: Case Studies of Siemens and Huawei presents theories and frameworks that facilitate the evolution of GPN studies, from macro perspectives based on territory and industry to the use of micro (firm-level) data. The book explores these theories and frameworks through detailed case studies of two major corporations, Siemens and Huawei. With the GPN/GVC structure of Chinese firms not well known outside China, despite the growing importance of Chinese firms in the global economy, this guide plays a pivotal role in facilitating the use of data that promise to unlock economic cooperation and value. Emphasizes micro-data analytical models and their methodological underpinnings Illustrates how these data illuminate the economic structures of two comparable GPNs within highly divergent institutional contexts Suggests how companies can cooperate with foreign partners to enhance their global management capacity and reshape their advantages in international competition

Proceedings of the International Conference on Chinese Enterprise Research 2007 May 06 2020 The International Conference on Chinese Enterprise Research (ICCER) is an annual event organized by the Lien-Chinese Enterprise Research Centre, Nanyang Technological University. Held on 13 and 14 December 2007 at Nanyang Technological University and the Singapore Chinese Chamber of Commerce & Industry respectively, the succeeding ICCER enjoyed immense support from local and international Management scholars, boosting the scale and academic standing of the conference. The conference invited famous keynote speakers, including Professor Zhang Weiyang, Dean of Guanghua School of Management, Peking University and Professor Zhao Renwei, former director of the Institute of Economy, Chinese Academy of Social Science. At the same time, attendance also included heads of Nanjing University, Sun Yat-Sen University, Northwest University and Sichuan University's Management and Economics schools, together with research directors and professors of the finest educational institutions. In addition to academic presentations, a panel of prominent economists such as Professor Tan Khee Giap from Nanyang

Technological University, Mr Xu Li, General Manager of Industrial and Commercial Bank of China (Singapore) and Mr Jack Niu, Deputy Group Chief Credit Officer, Standard Chartered Bank also deliberated on the topic OCyInternationalization of Banks in ChinaOCO. The keynote speeches, together with a collection of 25 excellent research papers from the conference are presented to the readers in this proceedings."

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Selling Through Someone Else Nov 04 2022 Experience the growth multiplier effect through transforming the distribution and sales network Selling Through Someone Else tackles new opportunities to drive company growth by taking a fresh look at the customer smart distribution and sales process. The authors, from Accenture, one of the world's largest consulting companies, explain how companies can be smarter about what their customers truly want and maximize the return on investment from all available resources for growth opportunities by exploring creative distribution options, including leveraging partners, online outlets, iPads/tablets, your traditional sales force, and more. Selling Through Someone Else demonstrates that traditional approaches are no longer effective and how, by capitalizing on converging forces, companies can transform their "sales" approaches to grow revenue, and enhance customer and brand loyalty. Explores how globalization, new competitors, and low-cost threats are reshaping the way sales is happening today, and how to prepare your company to be successful in this new dynamic and iterative selling model Shows how analytics, the

shift to digital selling and mobile sales tools, and new approaches to sales operations can reshape the entire sales function Demonstrates how new ecosystems of partners are created, managed, and incented to drive greater sales and profitability Accenture has helped numerous clients collaborate across IT, Sales, and Marketing to dramatically grow distribution and adapt to the different "playing field" of today. Selling through Someone Else applies the trends and lessons learned from Fortune 500 and Global 500 companies to mid-sized enterprises and small-medium businesses owners.

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2014 International Conference on Computer, Network Mar 16 2021 The objective of the 2014 International Conference on Computer, Network Security and Communication Engineering (CNSCE2014) is to provide a platform for all researchers in the field of Computer, Network Security and Communication Engineering to share the most advanced knowledge from both academic and industrial world, to communicate with each other about their experience and most up-to-date research achievements, and to discuss issues and future prospects in these fields. As an international conference mixed with academia and industry, CNSCE2014 provides attendees not only the free exchange of ideas and challenges faced by these two key stakeholders and encourage future collaboration between members of these groups but also a good opportunity to make friends with scholars around the world. As the first session of the international conference on CNSCE, it covers topics related to Computer, Network Security and Communication Engineering. CNSCE2014 has attracted many scholars, researchers and practitioners in these fields from various countries. They take this chance to get together, sharing their latest research achievements with each other. It has also achieved great success by its unique characteristics and strong academic atmosphere as well as its authority.

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