The A-Z of management concepts and models

Bengt Karlöf and Fredrik Lövingsson

A major new reference work covering all the essential concepts, models and ratios applied in business and management practice.

If you feel that your grasp of certain key concepts is a little hazy or you’d like to brush up on some important models, this new book is for you: well-researched and accessible, clear definitions, balanced comment and valuable insights for every entry.

The book contains 124 detailed entries, from Balanced scorecard and the Boston matrix, the Experience curve, Kaizen and McKinsey’s 7S model to Porter’s generic strategies, Relative cost position and Sustainable development, Six Sigma, Value-based management, Yield management and Zero-based planning.

Charts and diagrams throughout, fully indexed; each entry ends with further recommended reading.

Bengt Karlöf and Fredrik Lövingsson are both management consultants with many years’ experience of working with corporations of all types and sizes.

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Michael Williams

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Barrie Pearson BSc, FCMA is chief executive of Realization, which delivers mentoring and coaching for CEOs and entrepreneurs. Previously, he founded Livingstone Guarantee, the first corporate finance boutique in the UK. He is the author of several best-selling business books.

Neil Thomas is managing director of Falconbury, a management training specialist.

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