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## Journal of Academic and Business Ethics - AABRI

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About the Journal. The Journal of Business (JoB) is a peer-reviewed journal with the focus on research articles and case studies in all academic fields of business discipline. The scope of the journal covers the broad range of areas related to business studies including interdisciplinary topics and newly developing areas of business.

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valuable insight on the development of business strategy and ethical business management of these elements.

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In the 21st century, one of the most noteworthy changes in the human rights debate relates to the increased recognition of the link between business and human rights. This book is an attempt to explore this relationship and also to look into the obligations of the state and transnational corporations in the promotion of human rights. Business and Human Rights discusses how globalization has affected individuals in the enjoyment of their human rights in relation to the activities of corporations. The book addresses what additional steps the states should take to protect against human rights abuses by business enterprises that are owned or controlled by the state. Moreover, it covers, in depth, the role and contribution of the

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United Nations in business and human rights. The book includes several real-life case studies to help the readers understand the topics discussed.

The Second Edition of this bestselling B2B marketing textbook offers the same accessible clarity of insight, combined with updated and engaging examples. Each chapter contains a detailed case study to further engage the reader with the topics examined. - Featuring updated case studies and a range of new examples. - Incorporating additional coverage of B2B branding and the B2B strategic marketing process, and issues of sustainability. - Extended coverage of Key Account Management - Online lecturer support including PowerPoint slides and key web links

Drawing on their substantial experience of business-to-business marketing as practitioners, researchers and educators, the authors make this exciting and challenging area accessible to advanced undergraduate and to postgraduate students of marketing, management and business studies. Praise for the Second Edition: 'I found that the first edition of Brennan, Canning and McDowell's text was excellent for raising students' awareness and understanding of the most important concepts and phenomena associated with B2B marketing. The second edition should prove even more successful by using several new case studies and short 'snapshots' to illustrate possible solutions to common B2B marketing dilemmas, such as the design and delivery of business products and services, the selection of promotional tools and alternative routes to market. The new edition also deals clearly with complex issues such as inter-firm relationships and networks, e-B2B, logistics, supply chain

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management and B2B branding' - Michael Saren, Professor of Marketing, University of Leicester 'This textbook makes a unique contribution to business-to-business teaching: not only does it provide up-to-date cases and issues for discussion that reach to the heart of business-to-business marketing; it also brings in the latest academic debates and makes them both relevant and accessible to the readers. A fantastic addition to any library or course' - Dr Judy Zolkiewski, Senior Lecturer in Business-to-Business Marketing, Manchester Business School 'The advantage of the approach taken by Brennan and his colleagues is that this book manages to convey both the typical North American view of B2B marketing as the optimisation of a set of marketing mix variables, and the more emergent European view of B2B Marketing as being focused on the management of relationships between companies. This updated second edition sees the addition of a number of 'snapshots' in each chapter that bring the subject alive through the description of current examples, as well as some more expansive end-of-chapter case studies. It is truly a most welcome addition to the bookshelves of those students and faculty interested in this facet of marketing' - Peter Naudé, Professor of Marketing, Manchester Business School 'The strength of this text lies in the interconnection of academic theory with real world examples. Special attention has been given to the role that relationships play within the Business-to business environment, linking these to key concepts such as segmentation, targeting and marketing communications, which importantly encompasses the role personal selling as relationshipcommunications building and not just order taking. With good coverage of international cultural differences this is a

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valuable resource for both students of marketing and sales' - Andrew Whalley, Lecturer in Business-to-Business Marketing, Royal Holloway University of London  
'The text provides an authoritative, up-to-date review of organisational strategy development and 'firmographic' market segmentation. It provides a comprehensive literature review and empiric examples through a range of relevant case studies. The approach to strategy formulation, ethics and corporate social responsibility are especially strong' - Stuart Challinor, Lecturer in Marketing, Newcastle University  
'This revised second edition offers an excellent contemporary view of Business-to-Business Marketing. Refreshingly, the text is packed with an eclectic mix of largely European case studies that make for extremely interesting reading. It is a 'must read' for any undergraduate or postgraduate Marketing student' - Dr Jonathan Wilson, Senior Lecturer, Ashcroft International Business School, Anglia Ruskin University, Cambridge

There is now widespread understanding that business and management must evolve and act responsibly in the world giving full consideration to people and planet, not just profit. Principles of Management: Practicing Ethics, Sustainability, Responsibility was the first official textbook of the United Nations global initiative network, Principles for Responsible Management Education (PRME). Now fully revised and updated with three brand new chapters on communicating, innovating and leading, this accessible and engaging textbook provides an introduction to management while empowering you to think ethically and sustainably in order to become a responsible

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manager. It also includes essential workplace skills for the 21st century and coverage of the various management occupations that you will go on to fill after your studies. Exclusive interviews with management pioneers and professionals help bring theories and concepts to life throughout the text as do the all new case studies which include Lego, Patagonia and Greta Thunberg. Worksheets and exercises make for an active learning experience alongside the supporting online resources provided to your lecturer for dissemination. The textbook includes coverage of the UN ' s Sustainable Development Goals (SDGs) which are central to business education and practice today. It can be used for introductory management courses as well as courses that cover business ethics, business and society, corporate social responsibility (CSR), sustainability and responsible management.

The concept of effectuation is as subtle as it is profound. On the one hand, it challenges long held beliefs about the nature of cause and effect in social science. On the other hand, it generates a host of new insights about social phenomena. This concept is particularly well suited to analyzing entrepreneurial behavior behaviors undertaken in settings where the relationship between cause and effect is understood, at best, very poorly. Jay B. Barney, The Ohio State University, US  
Things rarely turn out as we expected or intended. Neither rational choice between well-defined prospects nor commitment to a vision, which can be realised by will

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power or persuasion, offers a credible representation of much human activity even the activities of entrepreneurs. But although uncertainty (or unknowledge) is inescapable it may be productively managed. If we understand our present circumstances and some of its possibilities, build constructive relationships with others, and be ready to adjust both our objectives and the means of achieving them in order to take advantage of new contingencies, then we can at least participate in shaping our own future. By taking this perspective Saras Sarasvathy makes entrepreneurship a natural human activity, expressing the limitations and potential of human motivation and human intelligence. Brian J. Loasby, University of Stirling, UK

In *Effectuation* Saras Sarasvathy presents a carefully researched and reasoned view of entrepreneurial behavior that both challenges and extends prevailing wisdom in the field. There is little doubt that these ideas will serve as an important foundation for anyone desirous of stimulating positive action in the world. With *Effectuation* we are equipped to provide a generation of students and managers with the methods to make and find opportunities that create value. . . everywhere. Leonard A. Schlesinger, President, Babson College, US

To effectuate is to engage in a specific type of entrepreneurial action. It has special importance for situations where the future is truly unknowable or human agency is of primary importance. In *Effectuation*, Saras Sarasvathy explores the theory and techniques of non-predictive control for creating new firms, markets and economic opportunities. Using empirical and theoretical work done in collaboration with Nobel Laureate Herbert A. Simon, the author employs methods from cognitive science and behavioral economics to develop the notion of

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entrepreneurial expertise and effectuation. Supportive empirical evidence is provided by the author's study of 27 entrepreneurs as well as other independent studies. The book then traces the consequences of effectuation for business management, economics and social philosophy. The author finds that effectuators generate constraint-satisfying solutions rather than searching for optimal ones, make rather than find opportunities, and in a deep sense, convert as-if propositions into even-if ones. The way they accomplish this is the central discussion of the book. Students and scholars of entrepreneurship will find this path-breaking research of great value. The book's conclusions will also be of interest to those in the fields of behavioral and evolutionary economics, cognitive science and management.

Written as an extension of *A Primer on Partial Least Squares Structural Equation Modeling (PLS-SEM) Second Edition*, this easy-to-understand, practical guide covers advanced content on PLS-SEM to help students and researchers apply techniques to research problems and accurately interpret results. The book provides a brief overview of basic concepts before moving to the more advanced material. Offering extensive examples on SmartPLS 3 software ([www.smartpls.com](http://www.smartpls.com)) and accompanied by free downloadable data sets, the book emphasizes that any advanced PLS-SEM approach should be carefully applied to ensure that it fits the appropriate research context and the data characteristics that underpin the research.

This expanded second edition of a classic career guide offers fascinating insight into

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the publishing environment for the management discipline, drawing on a wealth of knowledge and experiences from leading scholars and top-level journal editors. Responding to the continuing emphasis on publishing in the top journals, this revised, updated and extended guide offers invaluable tips and advice for anyone looking to publish their work in these publications.

The past four decades have seen unprecedented social and economic changes that have demanded a transformation in existing employee relation practices. Shifts in demographics, gender diversity, and an increased mobility of the workforce across the board has changed the landscape in which organizations operate. Against this backdrop, attitudes towards work and careers have changed, leading to different expectations of the workplace. These and other contextual changes mean that existing strategies of employee relation may no longer be effective. *Critical Issues on Changing Dynamics in Employee Relations and Workforce Diversity* is a collection of pioneering research that addresses the challenges and issues pertaining to the changing dynamics of employee relations and provides additional support to better deal with critical issues related to people management. While highlighting topics including employee engagement, workplace culture, and diversified workforce, this book is ideally designed for human resource managers, managers, executives, researchers, business professionals, academicians, and students seeking current

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studies on critical matters in employee relation techniques and practices.

A Practical, Strategic Approach to Managerial Communication Managerial Communication: Strategies and Applications focuses on communication skills and strategies that managers need to be successful in today ' s workplace. Known for its holistic overview of communication, solid research base, and focus on managerial competencies, this text continues to be the market leader in the field. In the Seventh Edition, author Geraldine E. Hynes and new co-author Jennifer R. Veltsos preserve the book ' s strategic perspective and include new updates to reflect the modern workplace. The new edition adds a chapter on visual communication that explains how to design documents, memorable presentations, and impactful graphics. New coverage of virtual teams, virtual presentations, and online communication help students avoid common pitfalls when using technology.

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