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Commercial Management: theory and practice defines the role of commercial management within project-oriented organisations, providing a framework for and helping to develop a critical understanding of the factors that influence commercial management practice. It also identifies generic aspects of this practice and provides a theoretical foundation to these activities, by reference to existing and emergent theories and concepts, as well as to relevant management best practice. The book is structured into four parts: Part 1 Introduction – Commercial Management in Project Environments explores the nature of commercial practice within project-oriented organisations at the buyer-seller interface. It presents a Commercial Management framework, which illustrates the multiple interactions and connections between the purchaser ' s procurement cycle and a supplier ' s bidding and implementation cycles. Additionally, it outlines the principle activities undertaken by

the commercial function, identifies the skills and abilities that support these activities and reviews the theories and concepts that underpin commercial practice. Finally, it identifies areas of commonality of practice with other functions found within project-oriented organisations, plus sources of potential conflict and misunderstanding. Part 2 – Elements of Commercial Theory and Practice covers commercial leadership; exploring strategy; risk and uncertainty management; financial decision-making; and key legal issues. Part 3 – Approaches to Commercial Practice addresses best practice management; and commercial and contracting strategies and tactics. Finally, Part 4 – Case Studies offers two extended case studies: Football Stadia (the Millennium Stadium, Cardiff; the Emirates Stadium, Islington; and Wembley Stadium, London); and Heathrow Terminal 5. The book provides a one-stop-shop to the many topics that underpin commercial management practice from both a demand (buy-side) and a supply (sell-side) perspective. It will help develop an understanding of the issues influencing commercial management: leadership, strategy, risk, financial, legal, best practice management and commercial and contracting strategy and tactics. This book 's companion website is at www.wiley.com/go/lowecommercialmanagement and offers invaluable resources for both students and lecturers:

- PowerPoint slides for lecturers on each chapter
- Sample exam questions for students to practice
- Weblinks to key journals and relevant professional bodies

Today, there are few in senior management positions who can afford to ignore modern information technology, and few individuals who would prefer to be without it. Modern IT is key to organizational performance; yet we often assume the benefits will occur without forethought or effort. As managerial tasks become more complex, so the nature of the required information systems changes – from structured, routine support to ad hoc, unstructured, complex enquiries at the highest levels of management. If taken for granted, serious implications can arise for organizations. This fifth edition of Strategic Information Management has been brought fully up to date with recent developments in the management of information systems, including digital transformation strategy, the issues surrounding big data and algorithmic decision-making. The book provides a rich source of material reflecting recent thinking on the key issues facing executives, drawing from a wide range of contemporary articles written by leading experts in North America, Europe, and Australia. Combining theory with practice, each section is fully introduced, includes further reading and questions for further discussion. Designed for MBA, master's level students, and advanced undergraduate students taking courses in information systems management, it also provides a wealth of information and references for researchers.

An overview of what knowledge management is, the theoretical basis behind it, and practical insights into how it can be implemented effectively in a professional setting. Starting with a discussion of how knowledge management has evolved, how it adds value for organisations, and how it's success can be measured. The book then covers best practice and the key activities associated with doing knowledge management, including knowledge strategy, managing knowledge loss and knowledge sharing. Finishing with a discussion of knowledge management 's role in international business and what future developments are expected in the field. Practical insights are drawn from around the world, with case studies such as how NASA forgot how to send a man to the Moon, Acer: The smiling Asian tiger, and why Saudi Arabia 's experts do not learn from overseas experts. The book is supported by online resources for lecturers and students, including PowerPoint slides, an instructor 's manual, access to SAGE journal articles, and scorecards for measuring usefulness of knowledge management tools. Suitable reading for undergraduate and postgraduate business and management students on knowledge management & organizational learning modules.