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Journal of International Business Studies
A. ... P. ... E. ...
C. M. C. W. ... B. ... K. ... S. ... U. ...

*Role of Intelligence Inputs in Defending
against Cyber Warfare and Cyber Terrorism*

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*Antidumping: Determinants and Effects
(...and other research at the intersection of trade and IO)*

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*Publishing High Impact Management
and International Business Research*

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Journal of International Business Studies

A. P. E.
C. M. B., K. S.
U.

Role of Intelligence Inputs in Defending against Cyber Warfare and Cyber Terrorism

ABSTRACT

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Antidumping: Determinants and Effects (... and other research at the intersection of trade and IO)

ABSTRACT

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Publishing High Impact Management and International Business Research

ABSTRACT

Crafting Theoretically Robust Research

ABSTRACT

Managing Invisible Boundaries: How “Smart” is Smartphone Use as a Boundary Management Tactic?

ABSTRACT

Abstract text containing fragmented words and symbols such as .F, (SBMS), S, SBMS, H, and ,SBMS.

S S
P M
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E H M & T
B S M B & E
U N C M G

Factors in uencing key account purchase decisions?

ABSTRACT

The study examines the factors influencing key account purchase decisions. It focuses on the relationship between various variables and the decision-making process. The research is conducted in a controlled environment to understand the underlying mechanisms. The findings suggest that several factors, including product quality, service reliability, and pricing, significantly impact the purchase decisions of key accounts. The study also highlights the importance of communication and relationship management in this context. The results provide valuable insights for businesses aiming to improve their key account management strategies. The study is based on a comprehensive analysis of data collected from key accounts over a period of six months. The data shows a strong correlation between the identified factors and the purchase decisions. The research is a significant contribution to the field of key account management and provides a framework for further studies in this area. The findings are particularly relevant for businesses operating in competitive markets where key accounts play a crucial role in their success. The study also identifies areas for improvement and offers practical recommendations for businesses to enhance their key account relationships. The research is a valuable resource for both academics and practitioners in the field of key account management.

Journal of Applied Corporate Finance
A Division of the Institute of Management Sciences
& Practice (IMSP)
C.M. C.W. & B. Co.,
K. & S. U.

A Taxonomy For Financial Services Selling

ABSTRACT

The purpose of this paper is to provide a taxonomy for financial services selling. The taxonomy is based on the following dimensions: (1) the nature of the product being sold, (2) the nature of the selling process, (3) the nature of the selling environment, (4) the nature of the selling organization, (5) the nature of the selling personnel, (6) the nature of the selling strategy, (7) the nature of the selling tactics, (8) the nature of the selling results, (9) the nature of the selling evaluation, and (10) the nature of the selling control. The taxonomy is presented in a hierarchical format. The taxonomy is intended to be used as a guide for the design and implementation of financial services selling programs. The taxonomy is also intended to be used as a guide for the evaluation and control of financial services selling programs.