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(c) Dr. Azhar Kazmi 2008 2 Learning objectives Describe the historical development of strategic management and business policy in the world and in India Discuss the likely future developments in the field of strategic management and business policy Explain the concept of strategy and its limitations Describe the process of strategic decision making Discuss the various schools of thought on ...

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This book interweaves the theory of strategic management with the special requirements of Indian business environment. This fourth edition of the popular text in strategic management brings the current and updated content in the discipline in a lucid and reader-friendly manner. The content for this edition is thoroughly revised, rewritten, and updated with 36 cases (comprehensive and mini) of Indian organisations and companies. Salient Features: - New chapters dealing with sustainability in the context of strategic management, and methods of pursuing strategies. - Enhanced framework of strategy implementation in India - Learning objectives based content with new examples, illustrations and cases.

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Primarily intended for the postgraduate students of commerce and management, this compact text covers all the topics prescribed in almost all universities and autonomous institutes in India. Each concept is explained with the help of many real-life examples from the Indian context. Considering the fact that the understanding of the concept of strategic intent is prerequisite to the understanding of strategic management, the chapter on strategic intent is included which brings out the differences between various elements of strategic intent. It also covers the current happenings in the businesses from the Indian context. Similarly, a topic on strategic choice has been discussed at length because of the fact that BCG growth-share matrix and GE nine-cell matrix are extremely useful in making a strategic decision in real life. Besides, the book contains ten case studies on various topics of strategic management such as environmental appraisal, critical success factors, SWOT analysis, strategic intent, strategic choice, business level strategy formulation and choice of growth strategy. All these cases are provided with authentic industry specific data. Firms are chosen from different businesses thereby giving business-specific flavour and a broad understanding of various business domains.

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The Second Edition of the book encompasses two new chapters—Strategic Cost Management and Business Ethics—A Strategic Financial Management Instrument. The book, being an augmented version of the previous edition, equips the young managers with the fundamentals and basics of strategic management and financial management in a cogent manner. The text now provides a better orientation to the students on the topics like corporate restructuring, divestitures, acquisitions, and mergers in the global context with the help of examples and caselets. The book has been revised keeping in view the requirements of postgraduate students of management and the students pursuing professional courses such as CA, MFC and CS. In addition, professionals working in the corporate sector may also find the book beneficial to integrate the financial management functions into business strategy and financial operations. Distinctive features

- Model question papers have been appended at the end of the book.
- Better justification of topics by merging the contents wherever required.
- Theory supported with caselets inspired from global as well as Indian context.

This book, *Human Resource Management in Small and Medium Enterprises*, is a comprehensive textbook specially designed to meet the needs of management students and authors. Adopting an application-orientation

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approach to the subject, it explains the various concepts by using illustrations, figures, and tables. The book provides in-depth coverage of topics such as research for HRD practices in small- and medium-size firms, labor force in SAARC Region, export performance in South Asia vs. the rest of the world, economic growth in India, modern competition models, and stages in the evolution and development of HRM. Salient features of the book include a simple and easy-to-understand framework, focus on clarity of concepts and applications, and interesting and meaningful contents. The book aims to provide a step-by-step approach to each topic, particularly those requiring human resource strategies and management treatment. To compete and emerge successful in global competitive environments demands an effective and efficient management system. Many organizations are, in fact, increasing their IT concepts, strategies, and issues involved in developing and managing information regarding management aspects.

Key Features : Covers the origin and evolution of CSR Clarifies the concept and differentiates it from related concepts Defines the Scope & Forms of CSR Highlights the Nature and Form of Transnational Corporations and studies legal implications of CSR for MNCs Showers light on CSR experience of various countries around the globe Step-by-step guide for studying evolution of CSR in India Evaluates CSR

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initiatives of Indian Companies Critically Analyses CSR spending of Indian Corporates at Macro as well as Micro levels Incorporates the Recommendations of Injeti Srinivas Committee on CSR

The revised and updated Fifth Edition gives an in-depth and incisive analysis of the basic principles of strategic management. The exposition of these principles is reinforced by seven case studies that encompass the broad spectrum of Indian companies. These case studies are culled mainly from manufacturing and information technology, and include both private and public sector units. The case studies will be of immense help to the budding managers as well as provide them with the requisite practical orientation for understanding the strategic management issues. The inclusion of the concepts, theory and case studies in a single, compact volume is the main feature of the book, which makes the subject easier to understand and learn. Intended primarily as a textbook for postgraduate students of management and commerce, this book is of immense help to all those attending management development and executive development programmes.

New to This Edition • A brief section on 'Government Initiatives' is added in Chapter 4. • Section on 'CSR activities mandated by the Government of India', have been incorporated in Chapter 5. • A new case study on Indian Airline has been introduced. • All case studies

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of the previous edition have been updated with latest company information and development.

The book would serve as a standard textbook on the subject of Industrial Marketing, and thus, will be useful for students of management. This book is aimed at providing better conceptual understanding of the industrial marketing, as well as, enhancing the skills required in its practice. The book begins with the review of fundamentals of marketing, concepts in industrial marketing, industrial marketing environment, gathering market intelligence, organisational buying behaviour, and segmentation and positioning in industrial marketing. Then, it goes on to give an insightful analysis of product mix, price mix, marketing channels, marketing control, and project marketing. The text concludes with a discussion on commercial terms, clauses and documents involved in the practice of industrial marketing. The text provides eleven case studies which lend a practical flavour to it, and illustrate the concepts discussed. Key Features

- Shows the importance and selection criteria of marketing channels.
- Explains commercial clauses and contents of documents.
- Explains difference between product marketing and project marketing.
- Provides questions at the end of every chapter. Interspersed with real-life examples, this book should also prove very handy to the

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practicing manager. New to this edition • Four new chapters, namely, Review of Marketing Fundamentals, Industrial Marketing Environment, Negotiating Sales Deals and Key Account Management have been added. • Keeping in mind the importance of case studies for both the students, as well as, practitioners, four new cases have also been added in this edition. • Besides, material is added in most of the chapters to discuss some topics in more detail, or some sub-topic which were missing in the earlier edition. • Problem questions added at the end of the chapters will help the students to understand the practical applications of marketing concepts in real business world. • The concepts are supported by real-life examples, diagrams and tables to reinforce the understanding of the subject-matter.

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