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C. M. C. W., B. ..., K. ... / S. ... U. ...

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

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

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Author: R. ... C. ... I. ... B. ...
F. ... D. ... C. ... G. ... M. ...
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*: Publishing High Impact Management
and International Business Research*

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Author: ... S ...

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

ABSTRACT

The abstract section contains several lines of text, including the words "IT", "F", and "S". The text is mostly illegible due to heavy noise and artifacts.

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

Factors influencing key account purchase decisions?

ABSTRACT

The purpose of this study is to investigate the factors influencing key account purchase decisions. The study is based on a survey of key account managers in the manufacturing industry. The results show that the most important factors influencing key account purchase decisions are price, quality, and service. Other factors include delivery, reliability, and innovation. The study also found that key account managers are more likely to purchase from suppliers who offer a range of services and products. The findings of this study have implications for manufacturers who want to improve their key account relationships. They should focus on providing high quality products and services, and offering a range of services and products to their key accounts.

Journal of Applied
A. J. P. M.
& P. S. L.
C. M. C. W. B.
K. S. U.

A Taxonomy For Financial Services Selling

ABSTRACT

The purpose of this study is to develop a taxonomy for financial services selling. The study is based on a review of the literature and a series of focus group discussions. The taxonomy is based on the following dimensions: (1) the nature of the product, (2) the nature of the selling process, (3) the nature of the selling environment, (4) the nature of the selling relationship, (5) the nature of the selling strategy, (6) the nature of the selling organization, (7) the nature of the selling culture, (8) the nature of the selling team, (9) the nature of the selling process, (10) the nature of the selling environment, (11) the nature of the selling relationship, (12) the nature of the selling strategy, (13) the nature of the selling organization, (14) the nature of the selling culture, (15) the nature of the selling team.