
Download Ebook Textbook Focus Studies Business

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Basic and Advanced Focus Groups

SAGE Publications **Basic and Advanced Focus Groups** illustrates both the different types of focus groups and how to decide among those options in order to produce the most effective focus groups possible. A variety of approaches to doing research with focus groups gives readers the tools to develop and examine their research designs, starting with the basics. Advanced coverage in each chapter takes an in-depth look at topics such as moderating focus groups, using mixed methods, and working with different sizes of groups. By taking a practical, applied approach, the author gives even novice students the knowledge and confidence to design and conduct effective focus group research, while simultaneously providing more advanced researchers with the tools and knowledge to refine their current practices.

Focus Groups

Theory and Practice

SAGE Publisher description

Focus Groups in Social Research

SAGE Focus Groups in Social Research addresses the key issues and practical requirements of the social researcher using focus groups.

Focus Groups

A Practical Guide for Applied Research

SAGE 'I read this book in a single sitting. It is written in an enthusiastic, helpful and clear style that held my attention, and made me want to read what came next. I shall read it again in a single sitting - probably more than once. For it offers common-sense advice about planning and running focus groups which I will want to revisit' - *British Journal of Education Technology* The Third Edition of the 'standard' for learning how to conduct a focus group contains: a new chapter comparing and contrasting market research, academic, nonprofit and participatory approaches to focus group research; expanded descriptions on how to plan focus group studies and do the analysis, including step-by-step procedures; examples of questions that ask participants to do more than just discuss, and suggestions on how to answer questions about your focus group research.

Business Research

A Guide to Planning, Conducting, and Reporting Your Study

SAGE Publications A concise, simplified approach to the research process in business and management, guiding students step-by-step through their research project, from exploring questions and problems, to designing the research, and lastly, writing the results. Chapters include a design matrix and three sets of questions by research objective to help identify the designs that are appropriate for a project and why. There are also seven road marker activities -exploring, planning, creating, conducting, collecting, analyzing, and writing - directing students from one milestone to the next. Key features include: Statistical Decision Trees enabling students to bypass the typical statistics chapters and select the appropriate analysis based on prior learning Global narrative highlighting a wide spectrum of business research challenges. An APA style how-to guide with over 26 exhibits that includes writing examples using permissions for articles and a 2016 thesis. Qualitative research and mixed designs. Real world case studies blending business research within the context of successful organizations. The book is supported by online resources for instructors and students,

including: PowerPoint slides, an instructor's manual, author selected videos, cases and data sets from SAGE SRM. Suitable for Business and management students undertaking a research project or research paper.

Focus Group Interviews in Education and Psychology

SAGE In this book the authors describe the specific steps to take in order to conduct focus groups in education and psychological settings. The reader is shown how to prepare for a focus group, create a moderator's guide and analyse the results.

Focus Groups as Qualitative Research

SAGE This extensively revised edition of Focus Groups as Qualitative Research reflects the many changes that have occurred in the study of focus groups in recent years.

Developing Questions for Focus Groups

SAGE Volume 3 of this series describes a practical process for identifying powerful themes, & offers a clear strategy for translating these themes into questions. It also makes the process of developing good questions a practical proposition.

Focus Group Practice

SAGE Accessibly written, this text provides a picture of focus group moderation and interaction based on the study of what actually happens in high-class focus groups, and uses recent theories of interaction such as discourse and conversation analyses to throw light on the practice of moderation.

Focus

The Future of Your Company Depends on It

Harper Collins What's the secret to a company's continued growth and prosperity? Internationally known marketing expert Al Ries has the answer: focus. His commonsense approach to business management is founded on the premise that long-lasting success depends on focusing on core products and eschewing the temptation to diversify into unrelated enterprises. Using real-world examples, Ries shows that in industry after industry, it is the companies that resist diversification, and focus instead on owning a category in consumers' minds, that dominate their markets. He offers solid guidance on how to get focused and how to stay focused, laying out a workable blueprint for any company's evolution that will increase market share and shareholder value while ensuring future success.

Focus Groups for the Social Science Researcher

Cambridge University Press In highlighting the unique features of focus groups, Cyr explains how they can help social science researchers effectively answer certain research questions.

The Market Research Toolbox

A Concise Guide for Beginners

SAGE An ideal resource for those who want to conduct market research but have little experience in doing so, The Market Research Toolbox describes how to think of market research in the context of making a business decision. The book begins by defining market research and discussing some of the various types and techniques. It then examines what objectives can be met by doing market research and the expected payoffs. Six traditional market research techniques are covered - secondary research, customer visits, focus groups, surveys, choice modelling and experimentation. The author describes how each technique works along with its costs and uses, tips for success, when and how to use certain techniques and precautions to take while using them. Next, McQuarrie discusses nontraditional types of market research that have evolved in recent years to meet the needs of business-to-business marketers and technology firms. The volume concludes with a chapter on five common business applications that can be addressed by combining several individual research techniques into a research strategy. New to the Second Edition: - Chapters 1 and 2 have been extensively revised and updated based on feedback from students. - Chapter 3 on secondary research includes a new section on Internet research. - Chapter 6 will be split into two chapters, one to focus on survey research procedures and the other to focus on questionnaire design. - Chapter 7 will be revised to focus almost exclusively on conjoint analysis, a key tool. - Chapter 9 will be deleted, and relevant material will be moved to other chapters. - Chapter 10 will be expanded to include new topics such as forecasting - An Instructors Resource on CD-ROM will be made available to lecturers adopting the book for course use. It contains PowerPoint slides, case questions, teaching notes for suggested cases that can be linked to the book, and a sample syllabus.

The Focus Group Guidebook

SAGE The Focus Group Guide book is part of the six-volume Focus Group Kit, which offers the information needed to conduct a state-of-the-art focus group, from the initial planning stages through to analysing and reporting the data.

Advanced Focus Group Research

SAGE Broad and international in scope, Advanced Focus Group Research introduces a conceptual framework that can help researchers make informed decisions about how to plan and implement a focus group research project.

Strategic Market Research

A Guide to Conducting Research That Drives Businesses

iUniverse For a company to embrace market research as a facilitator of change, it must be willing to take the approach that makes the most impact on its organization. That approach is the key in making a difference using market research. In this guide, author Anne Beall shares her unique procedure for conducting strategic market research. With more than fifteen years of experience in conducting market research, Beall details the strategic principles she has developed that impact the way in which market research can inspire and change an organization. Strategic Market Research discusses identifying the strategic questions that will help a business; using the right research techniques to answer these questions; obtaining the level of depth required to have insight; reading the nonverbal communications of research respondents when doing qualitative work; identifying the emotional aspects of human behavior; using statistical analyses to understand what drives markets; going beyond the data to interpret the results and make strategic recommendations. In addition to addressing both qualitative and quantitative research, Strategic Market Research provides real-life examples illustrating the application of these concepts in various scenarios, including businesses and non-profit organizations. Implementing the strategic approach from the beginning to the end of a project provides information that promotes change.

How to Do Your Case Study

A Guide for Students and Researchers

SAGE Publications This accessible text introduces students and researchers to the basics of case study research, using a wide range of real-life examples. It deals with the core issues and methods that anyone new to case study will need to understand: What is a case study? When and why should case study methods be used? How are case studies designed? What methods can be used? How do we analyze our data and write up our case?

Field Methods for Academic Research: Interviews, Focus Groups and Questionnaires in Business and Management Studies

UJ Press Data is at the heart of most academic research and this book is about how to collect data outside of a laboratory. There are many different ways in which data can be collected and this textbook focuses on three of the most important for research students to be aware of and master. These are data collected through interviews, data collected as a result of focus groups and data collected with the use of a questionnaire. The writing of this book was inspired by observing just how badly these topics are often taught and so I have laid out straight forward but quite rigorous approaches to these data acquisition methods. These three data collection methods are not especially difficult but if they are not implemented correctly the data acquired may not be of much value to the researcher. Therefore, it is really important for researchers to be familiar with an effective way of implementing these methods. It is important to note this book does not attempt to advise on how to analyse or interpret the data which is acquired through these field methods. That task is left up to other books. The appendices in this book contain a number of examples of questionnaires as well as some additional advice in the use of questionnaires in academic research. Readers of this book have my best wishes in achieving their objectives through their work with academic research.

Introduction to Business

Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the knowledge and skills necessary for

student success in this course and beyond.

Focus (HBR Emotional Intelligence Series)

Harvard Business Press The importance of achieving focus goes well beyond your own productivity. Deep focus allows you to lead others successfully, find clarity amid uncertainty, and heighten your sense of professional fulfillment. Yet the forces that challenge sustained focus range from dingy phones to office politics to life's everyday worries. This book explains how to strengthen your ability to focus, manage your team's attention, and break the cycle of distraction. This volume includes the work of: Daniel Goleman Heidi Grant Amy Jen Su Rasmus Hougaard HOW TO BE HUMAN AT WORK. The HBR Emotional Intelligence Series features smart, essential reading on the human side of professional life from the pages of Harvard Business Review. Each book in the series offers proven research showing how our emotions impact our work lives, practical advice for managing difficult people and situations, and inspiring essays on what it means to tend to our emotional well-being at work. Uplifting and practical, these books describe the social skills that are critical for ambitious professionals to master.

Business Research Methods

Bookboon

Qualitative Consumer and Marketing Research

The Asian Perspectives and Practices

Springer This book presents both theoretical research methods and practical uses of qualitative consumer and marketing research in Asia, as well as approaches to research with extended viewpoints and case studies on the specific research practices, identifying the distinctive characteristics and conditions of the Asian market. Starting with an introduction and a rationale for qualitative consumer and marketing research, which discuss interpretive research perspectives and key qualitative research traditions underlying the research, it then elaborates on research design, formulating research directions, research questions, research methods, research validity and reliability, as well as research ethics. The book goes on to cover various key data-collection techniques, such as interviews, focus groups, observation and ethnography, online observation and netnography, and other alternative tools like projective techniques, autodiving and diaries. These include design of research setting (samples and sampling strategy, context, time) and research procedures (from entry to access and completion of the research project) with resources planning. In addition, the book also addresses data analysis and interpretation as well as presentation, dissemination, and sharing of research results through both academic and practical courses. Lastly, it derives key concepts by reviewing classic research traditions and methods together with academic and practical studies.

Using Focus Groups

Theory, Methodology, Practice

SAGE Drawing on the authors' thirty years of combined experience in the field, this authoritative, step-by-step guide to conducting focus groups features dedicated chapters on all aspects of the research process. Loaded with real world research examples from across the social sciences, and learning features such as 'expert advice' and 'concepts and theories' boxes, as well as end of chapter exercises and further reading, this is the perfect manual for novice researchers who want to conduct a successful focus group.

Creating Business and Corporate Strategy

An Integrated Strategic System

Routledge Businesses need strategies that determine the direction of functioning and further development. If a company deals with several multifaceted businesses, each of them subsequently requires their own strategy. The issue of strategy creation and realization is a key factor that must receive the closest possible attention. In order to assure victory and be thoroughly prepared for various directions and situations that may arise, companies create their own unique strategies. This book is primarily aimed at suggesting the necessary repertoire of knowledge and skills for strategy creating with the help of the TASGRAM integrated system - Thinking, Analyzing, Strategy, Goals, Risks, Actions, and Monitoring. The main outcome of TASGRAM is a combined strategic table: business strategy, corporate strategy, goals, risks, actions, and monitoring. Each element in TASGRAM has a concrete goal and it helps users become more focused. *Creating Business and Corporate Strategy: An Integrated Strategic System* offers a new tool for company strategy creation, showcasing various cases and examples based on theory and practice. Unlike the existing tools, the suggested system of strategy creation is simpler and definite. Its main purpose is to help create and further develop the created strategy, making this book especially valuable to researchers, academics, practitioners, and students in the fields of strategy, leadership, and management.

Collecting Qualitative Data

A Field Manual for Applied Research

SAGE Providing a practical and step-by-step guide to collecting and managing qualitative data, this book focuses on the three most often used forms of qualitative methods: participant observation, in-depth interviews, and focus groups. Designed to be very applied, this textbook includes many checklists and tips for how to use each technique while doing research. It also includes numerous real-life examples and cases so that the reader will benefit from seeing the broader picture. *Collecting Qualitative Data: A Field Manual* is intended both for beginning researchers and the more experienced research collector.

Developing New Products and Services

Learning, Differentiation, and Innovation

Business Expert Press This book will focus on the up-front activities required for product and service differentiation, the learning methodologies that contribute to arriving at that differentiation, and the role that technology plays in implementing the process. The book will show how technology factors into such entrepreneurial activities as engaging in business planning and utilizing creativity and innovation, and how creative innovation, in turn, is achieved and enhanced through an understanding of two different modes of learning: "learning about" and "learning by doing". A successful product introduction depends on an efficient supply chain, a strong brand, and the ability of a manufacturer or provider to differentiate it successfully in the marketplace. *New Product and Services Development* demonstrates how differentiation, this last critical component, can be secured by the strategic use of technology and by engaging in two key learning methodologies.

Qualitative Methods in Business Research

Sage Publications Limited This pragmatic, applied textbook showcases the potential and impact of qualitative research in business and management. Using case studies and a global approach it provides you with an overview of the philosophies, methodologies and methods you will need to research in this field. Demystifying the whole process, it walks you through every aspect of conducting and using research in business, including generating questions, collecting useful data, evaluating the research and disseminating your findings. It also: Explores the challenges of working with qualitative data Introduces qualitative methods including interviews, focus groups & ethnography New to the 2nd edition: The role of digital tools and social media, and how you can use them for data collection 3 new chapters on qualitative content analysis, visual research and publishing research. Praise for the 1st edition: 'Comprehensive, current and compelling, a winning combination for any research student or practitioner interested in increasing his/her knowledge about qualitative methods as they apply to business research' - *The Qualitative Report*

Introductory Business Statistics

Introductory Business Statistics is designed to meet the scope and sequence requirements of the one-semester statistics course for business, economics, and related majors. Core statistical concepts and skills have been augmented with practical business examples, scenarios, and exercises. The result is a meaningful understanding of the discipline, which will serve students in their business careers and real-world experiences.

Forecasting: principles and practice

OTexts Forecasting is required in many situations. Stocking an inventory may require forecasts of demand months in advance. Telecommunication routing requires traffic forecasts a few minutes ahead. Whatever the circumstances or time horizons involved, forecasting is an important aid in effective and efficient planning. This textbook provides a comprehensive introduction to forecasting methods and presents enough information about each method for readers to use them sensibly.

Doing Business in Emerging Markets

Progress and Promises

Taylor & Francis This volume presents a comprehensive analysis of the business, financial and economic aspects of emerging markets. Using case studies from India, Turkey, Bangladesh and Africa, it discusses themes such as megaprojects, infrastructure and sustainability; cross-border mergers and acquisitions; a new paradigm for educational markets; exports competitiveness; work engagement in service sector; mobile banking and crowdfunding; and venture capital flow into emerging economies, to focus on the trade, foreign investment, financial, and social progress of these economies. The chapters review the current state, learnings, changing scenarios, business practices,

and financial and economic perspectives across emerging markets while examining progression, challenges and the way forward. With its rigorous approach and topical content, this book will be useful to scholars and researchers of management studies, business management, financial management, business economics, international business, finance and marketing, development studies and economics. It will also interest policymakers and practitioners in the field.

Business Communication for Success

Doing Focus Groups

SAGE A concise, practical introduction to planning and organizing successful focus groups, exploring the advantages and limitations of this method.

Organizing for Sustainability

A Guide to Developing New Business Models

Springer Nature This upper-level Open Access textbook aims to educate students and professionals on how to develop business models that have a positive impact on people, society, and the social and ecological environment. It explores a different view of how to organize value creation, from a focus on an almost exclusively monetary value creation to one that creates positive impact through multiple values. The book offers students and entrepreneurs a structured approach based through the Business Model Template (BMT). It consists of three stages and ten building blocks to facilitate the development of a business model. Users, be they students or practitioners, need to choose from one of the three offered business model archetypes, namely the platform, community, or circular business models. Each archetype offers a dedicated logic for value creation. The book can be used to develop a business model from scratch (turning an idea into a working prototype) or to transform an existing business model into one of the three archetypes. Throughout the book extra sources, links to relevant online video clips, assignments and literature are offered to facilitate the development process. This book will be of interest to students studying the development of business models, sustainable management, innovation, and value creation. It will also be of interest executives, and professionals such as consultants or social entrepreneurs seeking further education.--

Essentials of Business Research Methods

Routledge Managers increasingly must make decisions based on almost unlimited information. How can they navigate and organize this vast amount of data? *Essentials of Business Research Methods* provides research techniques for people who aren't data analysts. The authors offer a straightforward, hands-on approach to the vital managerial process of gathering and using data to make clear business decisions. They include such critical topics as the increasing role of online research, ethical issues, data mining, customer relationship management, and how to conduct information-gathering activities more effectively in a rapidly changing business environment. This is the only such book that includes a chapter on qualitative data analysis, and the coverage of quantitative data analysis is more extensive and much easier to understand than in other works. The book features a realistic continuing case throughout the text that enables students to see how business research information is used in the real world. It includes applied research examples in all chapters, as well as Ethical Dilemma mini - cases, and interactive Internet applications and exercises.

The Handbook of Marketing Research

Uses, Misuses, and Future Advances

SAGE Publications *The Handbook of Marketing Research: Uses, Misuses, and Future Advances* comprehensively explores the approaches for delivering market insights for fact-based decision making in a market-oriented firm. Divided into four parts, the Handbook addresses (1) the different nuances of delivering insights; (2) quantitative, qualitative, and online data gathering techniques; (3) basic and advanced data analysis methods; and (4) the substantial marketing issues that clients are interested in resolving through marketing research.

Research Design in Business and Management

A Practical Guide for Students and Researchers

Springer Nature

International Business Development

A Concise Textbook Focusing on International B-to-B Contexts

Springer Gabler This textbook offers theories, terminology, common approaches and current issues in international business development. It covers the full range from strategic considerations to setting up supply chains and sales channels in a globalized world. In addition, a closer look into issues of social responsibility and cultural aspects of international business is presented. A particular feature is the focus on Business to Business contexts of international management. The authors with their varied backgrounds from academia as well as industry offer insights into topics such as (frugal) innovation, legal aspects of launching products internationally, ecosystem evaluations, market assessments, political coverage for international ventures, project management standards, sales approaches as well as digital communication. Case studies illustrate the theoretical content. Early career practitioners will find this book to be a good resource. This textbook has been recommended and developed for university courses in Germany, Austria and Switzerland.

Intermediate Microeconomics with Microsoft Excel

Cambridge University Press This unique text uses Microsoft Excel® workbooks to instruct students. In addition to explaining fundamental concepts in microeconomic theory, readers acquire a great deal of sophisticated Excel skills and gain the practical mathematics needed to succeed in advanced courses. In addition to the innovative pedagogical approach, the book features explicitly repeated use of a single central methodology, the economic approach. Students learn how economists think and how to think like an economist. With concrete, numerical examples and novel, engaging applications, interest for readers remains high as live graphs and data respond to manipulation by the user. Finally, clear writing and active learning are features sure to appeal to modern practitioners and their students. The website accompanying the text is found at www.depauw.edu/learn/microexcel.

Strategic Management (color)

Strategic Management (2020) is a 325-page open educational resource designed as an introduction to the key topics and themes of strategic management. The open textbook is intended for a senior capstone course in an undergraduate business program and suitable for a wide range of undergraduate business students including those majoring in marketing, management, business administration, accounting, finance, real estate, business information technology, and hospitality and tourism. The text presents examples of familiar companies and personalities to illustrate the different strategies used by today's firms and how they go about implementing those strategies. It includes case studies, end of section key takeaways, exercises, and links to external videos, and an end-of-book glossary. The text is ideal for courses which focus on how organizations operate at the strategic level to be successful. Students will learn how to conduct case analyses, measure organizational performance, and conduct external and internal analyses.

Focus Group Interviews in Education and Psychology

SAGE Publications While there are many books that address focus groups, most are directed at business and marketing. This book differs by demonstrating the specific steps necessary to conduct focus groups in educational and psychological settings. Using numerous examples, the authors show how to prepare for a focus group, create a moderator's guide, select a setting and analyze results. In addition, there is a chapter on focus groups with children and adolescents. Each chapter contains procedural tables as well as applications for performing 'trial runs' of the techniques discussed.

International Business

Cambridge University Press Thoroughly updated, the 9th edition of this bestselling textbook incorporates global trends and data, supported by an exemplary case selection based on firms from around the world. The internationally cited author team of Czinkota, Ronkainen, and Gupta balance conceptual understanding of business theory with the day-to-day realities of business practice, preparing students to become successful participants in the global business place. This edition brings greater focus on Asia and emerging markets, as well as Brexit, the impact of COVID-19 on business and the importance of technology and the digital space to international business practice. Through its discussion and analysis, the book guides students to a greater understanding of contemporary business issues and helps them to develop new tools of analysis. Covering all key aspects of international business, the authors emphasize a few key dimensions: international context, role of government in international business, small- and medium-sized firms, and social responsibility.