

The background of the entire slide is a repeating pattern of stylized human figures in a light beige color. These figures are arranged in a grid-like fashion, with some standing upright and others appearing to be in motion or different poses, creating a textured, crowd-like effect.

CORPORATE PLANNING, HUMAN BEHAVIOR, AND COMPUTER SIMULATION

Forecasting
Business Cycles

Roy L. Nersesian

Corporate Planning Human Behavior And Computer Simulation Forecasting Business Cycles

Michael Morris, Gene Morris



Corporate Planning Human Behavior And Computer Simulation Forecasting Business Cycles:

Corporate Planning, Human Behavior, and Computer Simulation Roy Nersesian, 1990-02-15 Roy L Nersesian challenges traditional forecasting methods that rely strictly on econometric models arguing that they ignore a fundamental aspect of the business cycle human emotional responses to economic stimuli Nersesian advocates instead the development of forecasting models that incorporate human behavior into the process and he provides a tool computer simulation which can be used for this purpose As Nersesian demonstrates such consumer attitudes as confidence in the future fear of depression even passing fads can have a profound effect on business activity and are often far more predictive of the future than are the thousands of mathematical equations used to develop a forecast built upon econometrics By using simulation to factor potential consumer responses into the forecasting process Nersesian is able to tie forecasting to the consequences of human behavior and thereby determine the way in which attitudes play a role in affecting the future course of business Nersesian's study is organized around a series of questions about the business cycle If economic activity is influenced by the nature of decisions and if decisions are based partly on human responses to such things as prices and costs and partly on human emotions shouldn't the forecasting process itself incorporate human behavior If human behavior in turn is influenced by factors such as price cost and inventory and the general level of confidence in the future should these not be incorporated in the forecasting process In order to address these questions Nersesian creates a simple island society and demonstrates how to use simulation to assess the effects of elements that might cause a change of consumer sentiment during the forecast period As Nersesian concludes a change of consumer sentiment at any time during the forecast period can have significant implications for the accuracy or usefulness of a forecast used in the corporate planning process Both students of forecasting and corporate planners will find Nersesian's work illuminating reading

Internal Evaluation Arnold J. Love, 1991-03 This text provides an introduction to the theory and practice of internal evaluation It presents the stages of internal evaluation growth ways of identifying users needs and selecting appropriate evaluation methods

Corporate Planning, Human Behavior, and Computer Simulation Roy Nersesian, 1990-02-15 Roy L Nersesian challenges traditional forecasting methods that rely strictly on econometric models arguing that they ignore a fundamental aspect of the business cycle human emotional responses to economic stimuli Nersesian advocates instead the development of forecasting models that incorporate human behavior into the process and he provides a tool computer simulation which can be used for this purpose As Nersesian demonstrates such consumer attitudes as confidence in the future fear of depression even passing fads can have a profound effect on business activity and are often far more predictive of the future than are the thousands of mathematical equations used to develop a forecast built upon econometrics By using simulation to factor potential consumer responses into the forecasting process Nersesian is able to tie forecasting to the consequences of human behavior and thereby determine the way in which attitudes play a role in affecting the future course of business Nersesian's study is

organized around a series of questions about the business cycle. If economic activity is influenced by the nature of decisions and if decisions are based partly on human responses to such things as prices and costs and partly on human emotions, shouldn't the forecasting process itself incorporate human behavior? If human behavior in turn is influenced by factors such as price, cost, and inventory, and the general level of confidence in the future, should these not be incorporated in the forecasting process? In order to address these questions, Nersesian creates a simple island society and demonstrates how to use simulation to assess the effects of elements that might cause a change of consumer sentiment during the forecast period. As Nersesian concludes, a change of consumer sentiment at any time during the forecast period can have significant implications for the accuracy or usefulness of a forecast used in the corporate planning process. Both students of forecasting and corporate planners will find Nersesian's work illuminating reading. **California Management Review**, 1990

Software, Copyright, and Competition Anthony L. Clapes, 1989-11-06 This book deals comprehensively with the question of the scope of copyright protection for computer programs. Offering a unique blend of scholarship, technical rigor, and readability, it dispels the confusion and controversy that surround the application of copyright law to computer programs. Through an orderly development of facts and analysis, it shows why the copyright law is the appropriate regime for software protection and explains the nature of copyright protection for software. Alternating between essay format and case study, the book provides expert counsel to those interested in this interface between technology and law. *Software Copyright and Competition: The Look and Feel of the Law* is undoubtedly one of the best pieces of legal scholarship in any subject this editor has ever had the pleasure to read. As to its subject matter, it is the best analysis of look and feel written to date. The book is very readable. Not only does the author explain the law for the non-lawyer, but he explains the zen of computer programming to the non-programmer. With wit and insight, he puts to rest the many old wives' tales the legal community believes about programmers. In the best of all possible worlds, this book would be mandatory reading for any judge or arbitrator faced with a look and feel case. *The Software Law Bulletin*, January 1990. Two forces—innovation and imitation—fuel the intense competition that underlies the dramatic technological progress taking place in the computer industry. As the competitive battleground shifts increasingly to the software sector, a vigorous debate has arisen over whether the principal legal regime for protecting the asset value of computer programs—the copyright law—encourages or inhibits that competition. Industry executives, computer lawyers, law professors, and lawmakers alike are participating in the debate, the outcome of which will quite literally shape the future of the computer industry. This book deals comprehensively with the question of the scope of copyright protection for computer programs. Offering a unique blend of scholarship, technical rigor, and readability, it dispels the confusion and controversy that surround the application of copyright law to computer programs. Through an orderly development of facts and analysis, it shows why the copyright law is the appropriate regime for software protection and explains the nature of copyright protection for software. Alternating between essay format and case study, the book provides

expert counsel to those interested in this interface between technology and law *Global Corporate Intelligence* George Roukis, Hugh Conway, Bruce H. Charnov, 1990-05-08 In this volume noted experts in a variety of information business and management fields offer a comprehensive overview of the role information plays in global business and its impact on competition and competitiveness At the core of the collection is a common belief in the essential value of information to the modern business and a recognition that the corporate intelligence function must today cope with changing realities produced by both new technology and the globalization of markets Taking these as their points of departure the contributors discuss a broad spectrum of corporate intelligence issues ranging from the uses of artificial intelligence and the structure of the corporate intelligence system to the nature of security threats financial warfare and corporate risk assessment The chapters are divided into five sections and begin with two essays on the emerging interrelated global world order George Roukis discusses the corporate intelligence process as it embodies the global view while Hugh Conway shows how modern technology has changed the corporate intelligence function Three chapters explore the information applications of new technologies including the use of the computer to further all aspects of corporate intelligence gathering and the emergence of an information industry to serve the needs of intelligence gatherers The following section contains chapters that address in turn the use of intelligence in strategic decisionmaking coping with bad news the process of intelligence gathering and field marketing intelligence Turning to a discussion of outside threats to corporate intelligence data security the contributors examine computer security in general defense related computer security and the terrorist threat to corporations In the final section the contributors look at a number of strategic challenges A particularly interesting chapter examines corporate intelligence in Japan others look at geography and corporate risk assessment the Soviet foreign intelligence service and corporate responses to financial warfare Competitive intelligence and marketing executives as well as students in international business programs will find this volume enlightening and provocative reading **The ASTD Reference Guide to Professional Human Resource Development Roles and Competencies** William J. Rothwell, Henry J. Sredl, 1992

The Divestiture Option Richard J. Schmidt, 1990-03-23 An in depth guide to divestiture for financial and corporate planning executives this volume offers comprehensive information about divestiture strategies the rationale for divestiture the effects on employees and other corporate stakeholders and the internal management problems that can accompany divestiture proposal and implementation In addition the author offers full coverage of the various divestiture techniques including direct sale spin offs employee stock option plans and leveraged buy outs Schmidt demonstrates that divestiture is often the best solution for a corporation faced with the need to raise cash dispose of properties that do not fit with the firm's overall strategic plan or remain competitive in today's global markets This volume offers an in depth guide to one technique divestiture which is increasingly a component of financial restructuring plans Written for the financial and corporate planning executives who must recommend or direct divestiture operations the book offers comprehensive information about

divestiture strategies the rationale for divestiture the effects on employees and other corporate stakeholders and the internal management problems that can accompany divestiture proposal and implementation In addition the author offers full coverage of the various divestiture techniques including direct sale spin offs Employee Stock Option Plans ESOPs and Leveraged Buy Outs LBOs Schmidt demonstrates that divestiture is often the best solution for a corporation faced with the need to raise cash dispose of properties that do not fit with the firm s overall strategic plan or show unsatisfactory returns or remain competitive in today s global markets His book will be an important resource for anyone involved in the divestiture decisionmaking process Schmidt begins by tracing the major acquisition and divestiture activity of the past 30 years He identifies the business environmental changes and regulatory actions that have fueled the current high level of divestiture activity examines the political environment of divestiture and explores the relationship between international expansion and divestiture Turning to a discussion of the divestiture decision itself Schmidt addresses such issues as divestiture segment valuation the effects of divestiture on resources the managerial implications and the psychological effects of divestiture Subsequent chapters analyze the considerations that must be taken into account in any divestiture decision and present specific divestiture techniques In his concluding chapter Schmidt looks at future trends in corporate divestiture

The Process of Change in American Banking Jeremy F. Taylor, 1990-04-17 In this volume Jeremy Taylor focuses on the recent changes in the U S banking system analyzing the underlying reasons for these changes and proposing solutions to problems currently faced by the industry Arguing that the banking industry is the medium through which pressures are transmitted from one part of the economy to another Taylor shows that public lack of confidence in banking brought on by crises such as the bailout of the savings and loan industry can translate into a serious lack of confidence in the economy as a whole He fully examines the current banking crisis against the background of historical changes in U S banking demonstrating that banking change in this country is most often crisis driven due primarily to the failure of the legislature and the government to solve major problems before they become major crises The considerable influence of politics on the U S banking system is also explored in depth Divided into three parts the book begins by examining the process of change in American banking Taylor explores the role and significance of change in banking offers a historical overview of the five major banking crises that have occurred since 1779 and discusses the theory of banking change In the second section the author looks at the problems caused by banking change Particular attention is given to the present banking crisis and the insolvency of southern savings and loan institutions Finally Taylor addresses possible solutions to the problems of banking change Before offering his own proposals he demonstrates the relevance of Alexander Hamilton s ideas on banking to the present day situation and compares the U S banking system with other major international banking centers He concludes by calling for the creation of a new financial instrument that would allow investors to share in the ownership of bank loans for amending the Glass Steagal Act and for the creation of debt reduction summits for the major debtor nations of the Third World Students of banking

policymakers and banking executives will find Taylor an important new voice in debates about the causes of and solutions to the current banking crisis Forthcoming Books Rose Army,1990 **Problem Employee Management** Willa M.

Bruce,1990-05-07 Written for human resources managers and executives this book takes a pragmatic approach to a problem all organizations face but is often neglected in management handbooks what to do about the problem employee As the author notes at the outset problem employees constitute from ten to twenty percent of the workforce yet usually require as much as eighty percent of a manager s time This volume provides a practical guide on how to both reduce the numbers of problem employees in an organization and decrease the time required to manage them Bruce calls for a proactive approach toward the problem employee and demonstrates field tested methodologies for dealing with a variety of problem workplace behaviors Particular emphasis is given to the techniques of Performance Monitoring a technique based on Reality Therapy Bruce also offers an extensive discussion of the advantages and limitations of Employee Assistance Programs and explains in detail legal issues associated with employee discharge for undesirable behavior The author begins by defining the problem employee and offering examples of typical problem employee response patterns She goes on to offer a theoretical explanation of the causes of problem behavior in the workplace and demonstrates why traditional remedies generally do not improve performance Two chapters introduce effective methods for dealing with the problem employee Performance Monitoring is discussed in detail as are methods for dealing with particular types of problem employees such as substance abusers those involved in family crises and employees with health related problems Turning to situations that require outside help Bruce provides a step by step procedure for both establishing an Employee Assistance Program and utilizing an existing one Directions for training supervisors to handle problem employees are provided Because the experience of managing a problem employee can be an extremely difficult one Bruce provides a technique for helping the manager reduce stress understand transition and formulate a personal plan to survive the impact of the problem employee Finally Bruce explains the legal rights of the employee the supervisor and the organization presents relevant court decisions and shows the manager how to work within the law when employee discharge becomes the only option **The Publishers' Trade List Annual** ,1990

Electronic Data Interchange in Finance and Accounting Robert J. Thierauf,1990-05-11 One of the most important trends in information systems today is the increasing use of electronic data interchange whereby paper is replaced by electronic communication for transactions between companies Written for financial and accounting professionals as well as the MIS managers with whom they interface this book offers a comprehensive discussion of the elements of EDI systems that are particularly useful in finance and accounting applications Thierauf introduces the underlying framework for EDI comparing it to the present paper operating mode explains the fundamentals of national and international electronic communication and explores the hardware and software necessary as well as the typical costs involved Numerous real world case studies are included to demonstrate the feasibility development and implementation of EDI systems in finance

accounting and banking operations The text's structure follows a logical sequence from concept through application designed to assist the typical end user in the design and installation of an EDI system Part One shows the relationship of EDI systems to various types of management information systems and discusses factors underlying both U S and international systems In Part Two Thierauf investigates the currently available EDI hardware and software and presents a custom designed approach to software In the final chapter of Part Two Thierauf provides in depth treatment of typical EDI applications as well as the design considerations for their development The feasibility of undertaking an EDI system and detailed procedures for developing and implementing such a system form the focus of Part Three Separate chapters cover EDI in strategic planning banking finance and accounting Numerous figures amplify points made in the text In addition to providing a thorough guide to EDI for accounting finance and MIS professionals this volume will also be ideal as a supplemental text for undergraduate and graduate courses in business information systems

Market-Oriented Pricing Michael Morris, Gene Morris, 1990-04-24 An important contribution to marketing literature this volume offers a comprehensive guide to market based pricing strategies The authors present pricing as a relatively simple but extremely powerful marketing tool a creative variable which managers can manipulate to accomplish a wide variety of ends Arguing that companies must move away from the traditional short term reactive methods relied upon to set and manage prices the authors call for a systematic strategic and market based approach to the pricing problem Their central unifying theme is that pricing begins and ends with the customer and that every pricing action should be part of a larger pricing program build around the realities of customer needs and competitor pressures Written with a minimum of jargon and amply illustrated with explanatory tables and figures this is an excellent introduction to pricing for both seasoned and aspiring marketing and product managers Morris and Morris begin by examining the overall concept of price as a statement of value Subsequent chapters offer in depth guidance on the development of market based pricing addressing such critical issues as pricing strategy over the product life cycle linking pricing and marketing strategy understanding and using elasticity the psychology of pricing and negotiating prices with customers Particular attention is paid to the question of price differentials charging different prices to different classes of consumers and the legal and ethical ramifications of adopting strategies based on price differentials The authors also explore cost based pricing industry and competitor analysis pricing across the product line and computers as an aid in pricing Throughout references to real world cases and problems helps the manager to relate the concepts of market based pricing to the pricing decisions and considerations actually confronted on the job

The Promise of American Industry Donald Losman, Shu-Jan Liang, 1990-04-24 The Promise of American Industry is a careful appraisal of America's industrial and defense capabilities and problems It should be required reading as an antidote to the books stressing America's inevitable decline Allan Meltzer Carnegie Mellon University

The Writers Directory, 2013

Manufacturing for the Security of the United States Robert E. McGarrah, 1990-04-20 An important contribution to the literature of business and international

security this volume takes a two pronged approach to the study of U S manufacturing McGarrah first provides an in depth examination of the internal and external factors that have contributed to the decline of U S manufacturing capabilities in recent decades focusing particular attention on U S arms procurement and export contracting the widespread emphasis on short term profits and cash flows at the expense of long term gains product quality and productivity McGarrah then proposes a series of internal and government led reforms that he argues would not only contribute to a revival of the competitive position of U S manufacturing within the world economy but also release budget dollars for such projects as rebuilding the U S infrastructures for transportation education water resources and funding plans for a Marshall Plan revival with Third World nations McGarrah begins by demonstrating the importance of manufacturing firms as the pivotal institutions providing for military economic political and social security and progress for industrialized and developing societies also as providers of highly paid highly skilled jobs not generated by the service industries He then identifies the internal causes of U S manufacturers decline the ascendancy of financial and accounting executives over engineering production and marketing executives the dominance of a strategy for corporate growth via financial conglomeration and divestiture making more money for fewer people instead of making better products just in time for more people concentrating more on controlling flows of cash than flows of materials products and information to serve customers needs for improvements Turning to a discussion of external influences McGarrah argues that the Pentagon s arms procurement and export policies for U S military industrial independence vis a vis other Western democratic allied nations have exacerbated problems of indolence lost competitiveness and export markets for American manufacturers Reform from within McGarrah asserts can be accomplished if companies spend less time on balance sheet ledger and paper entrepreneurship and pay more attention to democratic participatory management less to bureaucracies hierarchies and special interests in planning controlling qualities and flows of products to markets He also advocates greater U S allied cooperation in funding procurement production and deployment of common conventional weapons With the savings from such cooperation the United States could then reduce Federal deficits finance and operate a civil industrial university complex for advanced research and development patterned after precedents of the U S agri business university complex and revive the Marshall Plan to boost manufacturers exports and enhance political and economic ties with Third World nations

The Cumulative Book Index ,1990 A world list of books in the English language

The Valuation and Investment Merits of Diamonds Sarkis Khoury,1990-03-26 This is the first book which deals with the economics of diamonds specifically with the determinants of diamond prices The period of analysis 1978 1983 was chosen in order to shed light on the dramatic drop in diamond prices The dominant variables causing this drop were the varying price of gold and fluctuating interest rates Khoury helps the investor in making long range decisions about investing in diamonds and deciding on the form the investment should take He warns of the importance to understand the sensitivities of the market and the factors which must be taken into consideration before commitments to an investment

in diamonds are made The book includes a quick review of the characteristics of diamonds the financial performance of DeBeers in a declining market the economic structure of the diamond industry the method for exercising economic control over the diamond market the economic variables influencing diamond prices and the modeling of diamond prices and the testing of the model using advanced statistical methods **Bibliographic Guide to Business and Economics** New York Public Library. Research Libraries,1990

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