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Impact of Digital Transformation on the Development of New Business Models and Consumer Experience - Rodrigues, Maria Antónia 2022-03-11
In a highly competitive market, digital transformation with internet of things, artificial intelligence, and other innovative technological trends are elements of differentiations and are important milestones in business development and consumer interaction, particularly in services. As a result, there are several new business models anchored in these digital and technological environments and new experiences provided to services consumers and firms that need to be examined. Impact of Digital Transformation on the Development of New Business Models and Consumer Experience provides relevant theoretical and empirical research findings and innovative and multifaceted perspectives on how digital transformation and other innovative technologies can drive new business models and create valued experiences for consumers and firms. Covering topics such as business models, consumer behavior, and gamification, this publication is ideal for industry professionals, managers, business owners, practitioners, researchers, professors, academicians, and students.
The Technology Fallacy - Gerald C. Kane 2019-04-16
Why an organization's response to digital disruption should focus on people and processes and not necessarily on technology. Digital technologies are disrupting organizations of every size and shape, leaving managers scrambling to find a technology fix that will help their organizations compete. This book offers managers and business leaders a guide for surviving digital disruptions—but it is not a book about technology. It is about the organizational changes required to harness the power of technology. The authors argue that digital disruption is primarily about people and that effective digital transformation involves changes to organizational dynamics and how work gets done. A focus only on selecting and implementing the right digital technologies is not likely to lead to success. The best way to respond to digital disruption is by changing the company culture to be more agile, risk tolerant, and experimental. The authors draw on four years of research, conducted in partnership with MIT Sloan Management Review and Deloitte, surveying more than 16,000 people and conducting interviews with managers at such companies as Walmart, Google, and Salesforce. They introduce the concept of digital maturity—the ability to take advantage of opportunities offered by the new technology—and address the specifics of digital transformation, including cultivating a digital environment, enabling intentional collaboration, and fostering an experimental mindset. Every organization needs to understand its "digital DNA" in order to stop "doing digital" and start "being digital." Digital disruption won't end anytime soon; the average worker will probably experience numerous

waves of disruption during the course of a career. The insights offered by The Technology Fallacy will hold true through them all. A book in the Management on the Cutting Edge series, published in cooperation with MIT Sloan Management Review.

The Social Life of Information - John Seely Brown 2017-02-21
"Should be read by anyone interested in understanding the future," The Times Literary Supplement raved about the original edition of The Social Life of Information. We're now living in that future, and one of the seminal books of the Internet Age is more relevant than ever. The future was a place where technology was supposed to empower individuals and obliterate social organizations. Pundits predicted that information technology would spell the end of almost everything—from mass media to bureaucracies, universities, politics, and governments. Clearly, we are not living in that future. The Social Life of Information explains why. John Seely Brown and Paul Duguid show us how to look beyond mere information to the social context that creates and gives meaning to it. Arguing elegantly for the important role that human sociability plays, even—perhaps especially—in the digital world, The Social Life of Information gives us an optimistic look beyond the simplicities of information and individuals. It shows how a better understanding of the contribution that communities, organizations, and institutions make to learning, working, and innovating can lead to the richest possible use of technology in our work and everyday lives. With a new introduction by David Weinberger and reflections by the authors on developments since the book's first publication, this new edition is essential reading for anyone seeking to understand the human place in a digital world.

Proceedings of the 18th International Conference on Computing and Information Technology (IC2IT 2022) - Phayung Meesad 2022-04-02
This book gathers the proceedings of the 18th International Conference on Computing and Information Technology (IC2IT2022), held on May 19–20, 2022, in Kanchanaburi, Thailand. The topics covered include machine learning, natural language processing, image processing, intelligent systems and algorithms, as well as network and cloud computing. These lead to the major research directions for emerging information technology and innovation, reflecting digital trends.

Advances in National Brand and Private Label Marketing - Francisco J. Martínez-López 2018-05-29
This book presents the latest research on national brand and private label marketing – in a collection of original and highly relevant contributions to the 2018 International Conference on National Brand & Private Label Marketing in Barcelona. It covers a wide range of topics from fields as varied as retailing, marketing, general business, psychology, economics and statistics. Further, the papers address diverse areas of application, including: purchase-decision models, premium private labels, decisions involved in introducing new products, M-commerce, private label adoption, assortment decisions, private label pricing, brand equity and collaborative relationships. The main theme of the 2018 conference was "Building Strong Brands in the Digital Age".

Trends and Innovations in Information Systems and Technologies - Álvaro Rocha 2020-05-18
This book gathers selected papers presented at the 2020 World Conference on Information Systems and Technologies (WorldCIST'20), held in Budva, Montenegro, from April 7 to 10, 2020. WorldCIST provides a global forum for researchers and practitioners to present and discuss recent results and innovations, current trends, professional experiences with and challenges regarding various aspects of modern information systems and technologies. The main topics covered are A) Information and Knowledge Management; B) Organizational Models and Information Systems; C) Software and Systems Modeling; D) Software Systems, Architectures, Applications and Tools; E) Multimedia Systems and Applications; F) Computer Networks, Mobility and Pervasive Systems; G) Intelligent and Decision Support Systems; H) Big Data Analytics and Applications; I) Human–Computer Interaction; J) Ethics, Computers & Security; K) Health Informatics; L) Information Technologies in Education; M) Information Technologies in Radiocommunications; and N) Technologies for Biomedical Applications.

The Power of Pull - John Hagel III 2012-12-04

Explains the principle of "pull" and how to effectively apply it to individuals and organizations to increase organizational and social change and develop creative talent.

Digital Transformation in Small and Medium-Sized Enterprises - Johannes Trenkle 2020-09-25
Das Buch bringt die digitale Transformation in KMU auf den Punkt. Sie unterstützt Wissenschaftler, Unternehmer und politische Entscheider gleichermaßen, indem sie eine strukturierte, logische Diskussion ermöglicht. Das Buch besteht aus drei Teilen. Teil I entwickelt einen Rahmen für eine Strategie in der digitalen Transformation entlang der vier Kategorien Technologienutzung, Veränderungen in der Wertschöpfung, organisatorische Aspekte und finanzielle Aspekte. Teil II identifiziert Komponenten eines digitalen Transformationskontrollsystems, das kulturelle, planerische, administrative und auf Leistungsindikatoren basierende Kontrollen umfasst. In Teil III werden 11 generische Typen von Innovationsnetzwerken herausgearbeitet.

Disrupting Finance - Theo Lynn 2018-12-06
This open access Pivot demonstrates how a variety of technologies act as innovation catalysts within the banking and financial services sector. Traditional banks and financial services are under increasing competition from global IT companies such as Google, Apple, Amazon and PayPal whilst facing pressure from investors to reduce costs, increase agility and improve customer retention. Technologies such as blockchain, cloud computing, mobile technologies, big data analytics and social media therefore have perhaps more potential in this industry and area of business than any other. This book defines a fintech ecosystem for the 21st century, providing a state-of-the art review of current literature, suggesting avenues for new research and offering perspectives from business, technology and industry.

Disrupting Digital Business - R "Ray" Wang 2015-04-14
We are no longer an economy of products and services. The digital transformation demands that we focus our attention on experiences and outcomes. Business leaders and their organizations must shift to keeping promises—no matter how their customers interact with them. But organizations no longer control the conversation. In this era of social and mobile technology, customers, employees, suppliers, and partners are in direct communication with one another. Those personal networks and the brands they're passionate about influence their decision making and their spending. The workforce has changed too. Employees expect to be able to determine when and how they will work, the technology they'll use, and the values their company will espouse. Organizations can take part in this conversation only if they recognize how and where it's happening. Resisting these changes will leave executives, managers, and their companies powerless. Organizations must pivot with and ahead of these social, organizational, and technological shifts or risk being left behind. Technology guru Ray Wang shows how organizations can surf the waves of change—how they can keep their promises. Current trends, when taken seriously, require a new way of thinking about business that includes five key areas: 1. Consumerization of technology and the new C-suite 2. Data's influence in driving decisions 3. Digital marketing transformation 4. The future of work 5. Matrix commerce Digital disruption has changed how we do our work. But by mastering these trends you'll delight your customers with every interaction.

Australasian Conference on Information Systems 2018 - Australasian Conference on Information Systems 2018-01-01

Digital Transformation - Anup Maheshwari 2019-09-04
Building Intelligent Enterprises by leveraging the emerging and next-generation technologies to accelerate the adoption of digital transformation The speed of innovation and emerging IT technologies are changing at a very fast pace and enterprises are eager to join the digital revolution so they can stand above the competition and succeed as the enterprise of tomorrow. This book is an attempt to make the enterprise intelligent by providing the path to digital transformation and the adoption of new IT methods, tools and technologies. This book has been organized to cover the following topics: Digital Transformation, Design Thinking, Agile, DevOps, Robotic Process Automation, Internet of

Things, Artificial Intelligence, Machine Learning, Blockchain, Drones, Augmented and Virtual Reality, 3D Printing, Big Data, Analytics, Cloud Computing, APIs, and SAP Leonardo. No prior knowledge of any technical coding or language is necessary to understand the content of this book. End-to-end storyline to accelerate the enterprise's digital transformation journey How an enterprise can stay relevant, compete, and perform in the digital economy How to leverage these technologies to build intelligent enterprises Understand and apply the emerging technologies across key business processes Industry-specific Use Cases for all technologies as a reference point to build the business case for implementation The book is very well suited towards the C-Suite executives, both IT and business leaders, directors and managers, project managers, solution architects, and all professionals who have an interest and desire to keep up-to-date with the latest technological trends, looking for a career change, want to help enterprise adapt and onboard the digital roadmap, or have an agenda to digitize key processes within the enterprise to make it intelligent.

The Transformation Myth - Gerald C. Kane 2021-09-28
In this business bestseller, how companies can adapt in an era of continuous disruption: a guide to responding to such acute crises as COVID-19. Gold Medalist in Business Disruption/Reinvention. When COVID-19 hit, businesses had to respond almost instantaneously--shifting employees to remote work, repairing broken supply chains, keeping pace with dramatically fluctuating customer demand. They were forced to adapt to a confluence of multiple disruptions inextricably linked to a longer-term, ongoing digital disruption. This book shows that companies that use disruption as an opportunity for innovation emerge from it stronger. Companies that merely attempt to "weather the storm" until things go back to normal (or the next normal), on the other hand, miss an opportunity to thrive. The authors, all experts on business and technology strategy, show that transformation is not a one-and-done event, but a continuous process of adapting to a volatile and uncertain environment. Drawing on five years of research into digital disruption--including a series of interviews with business leaders conducted during

the COVID-19 crisis--they offer a framework for understanding disruption and tools for navigating it. They outline the leadership traits, business principles, technological infrastructure, and organizational building blocks essential for adapting to disruption, with examples from real-world organizations. Technology, they remind readers, is not an end in itself, but enables the capabilities essential for surviving an uncertain future: nimbleness, scalability, stability, and optionality.

Swarm Creativity - Peter A. Gloor 2006-01-05
Swarm Creativity introduces a powerful new concept-Collaborative Innovation Networks, or COINs. Its aim is to make the concept of COINs as ubiquitous among business managers as any methodology to enhance quality and competitive advantage. The difference though is that COINs are nothing like other methodologies. A COIN is a cyberteam of self-motivated people with a collective vision, enabled by technology to collaborate in achieving a common goal--n innovation-by sharing ideas, information, and work. It is no exaggeration to state that COINs are the most productive engines of innovation ever. COINs have been around for hundreds of years. Many of us have already been a part of one without knowing it. What makes COINs so relevant today, though is that the concept has reached its tipping point-thanks to the Internet and the World Wide Web. This book explores why COINS are so important to business success in the new century. It explains the traits that characterize COIN members and COIN behavior. It makes the case for why businesses ought to be rushing to uncover their COINs and nurture them, and provides tools for building organizations that are more creative, productive and efficient by applying principles of creative collaboration, knowledge sharing and social networking. Through real-life examples in several business sectors, the book shows how to leverage COINs to develop successful products in R & D, grow better customer relationships, establish better project management, and build higher-performing teams. In short, this book answers four key questions: Why are COINs better at innovation? What are the key elements of COINs? Who are the people that participate in COINs and how do they become members? And how does an organization transform itself into a

Collaborative Innovation Network?

The Digital Transformation of Logistics - Johannes Kern 2021-04-06
The digital transformation is in full swing and fundamentally changes how we live, work, and communicate with each other. From retail to finance, many industries see an inflow of new technologies, disruption through innovative platform business models, and employees struggling to cope with the significant shifts occurring. This Fourth Industrial Revolution is predicted to also transform Logistics and Supply Chain Management, with delivery systems becoming automated, smart networks created everywhere, and data being collected and analyzed universally. The Digital Transformation of Logistics: Demystifying Impacts of the Fourth Industrial Revolution provides a holistic overview of this vital subject clouded by buzz, hype, and misinformation. The book is divided into three themed-sections: Technologies such as self-driving cars or virtual reality are not only electrifying science fiction lovers anymore, but are also increasingly presented as cure-all remedies to supply chain challenges. In The Digital Transformation of Logistics: Demystifying Impacts of the Fourth Industrial Revolution, the authors peel back the layers of excitement that have grown around new technologies such as the Internet of Things (IoT), 3D printing, Robotic Process Automation (RPA), Blockchain or Cloud computing, and show use cases that give a glimpse about the fascinating future we can expect. Platforms that allow businesses to centrally acquire and manage their logistics services disrupt an industry that has been relationship-based for centuries. The authors discuss smart contracts, which are one of the most exciting applications of Blockchain, Software as a Service (SaaS) offerings for freight procurement, where numerous data sources can be integrated and decision-making processes automated, and marine terminal operating systems as an integral node for shipments. In The Digital Transformation of Logistics: Demystifying Impacts of the Fourth Industrial Revolution, insights are shared into the cold chain industry where companies respond to increasing quality demands, and how European governments are innovatively responding to challenges of cross-border eCommerce. People are a vital element of the digital transformation and must be on board to drive change. The Digital Transformation of Logistics: Demystifying Impacts of the Fourth Industrial Revolution explains how executives can create sustainable impact and how competencies can be managed in the digital age - especially for sales executives who require urgent upskilling to remain relevant. Best practices are shared for organizational culture change, drawing on studies among senior leaders from the US, Singapore, Thailand, and Australia, and for managing strategic alliances with logistics service providers to offset risks and create cross-functional, cross-company transparency. The Digital Transformation of Logistics: Demystifying Impacts of the Fourth Industrial Revolution provides realistic insights, a ready-to-use knowledge base, and a working vocabulary about current activities and emerging trends of the Logistics industry. Intended readers are supply chain professionals working for manufacturing, trading, and freight forwarding companies as well as students and all interested parties.

The Innovator's Dilemma - Clayton M. Christensen 2000

Ten Types of Innovation - Larry Keeley 2013-07-15
Innovation principles to bring about meaningful and sustainablegrowth in your organization Using a list of more than 2,000 successful innovations,including Cirque du Soleil, early IBM mainframes, the Ford Model-T,and many more, the authors applied a proprietary algorithm anddetermined ten meaningful groupings—the Ten Types ofInnovation—that provided insight into innovation. The TenTypes of Innovation explores these insights to diagnosepatterns of innovation within industries, to identify innovationopportunities, and to evaluate how firms are performing againstcompetitors. The framework has proven to be one of the mostenduring and useful ways to start thinking abouttransformation. Details how you can use these innovation principles to bringabout meaningful—and sustainable—growth within yourorganization Author Larry Keeley is a world renowned speaker, innovationconsultant, and president and co-founder of Doblin, the innovationpractice of Monitor Group; BusinessWeek named Keeley one of

sevenInnovation Gurus who are changing the field The Ten Types of Innovation concept has influenced thousands ofexecutives and companies around the world since its discovery in1998. The Ten Types of Innovation is the first bookexplaining how to implement it.

Sales Management for Improved Organizational Competitiveness and Performance - Santos, José Duarte 2022-05-27
With the recent digital developments within marketing, the alignment between sales and marketing has become increasingly important as it has the potential to improve sales, customer relations, and customer satisfaction. The evolution of technology has also been promoting changes in the sales process, which provides new opportunities and challenges for enterprises at various levels. Sales Management for Improved Organizational Competitiveness and Performance highlights the influences of management, marketing, and technology on sales and presents trends in sales, namely the digital transformation that is taking place in organizations. The book also considers innovative concepts, techniques, and tools in the sales area. Covering a wide range of topics such as digital transformation, sales communication, and social media marketing, this reference work is ideal for managers, marketers, researchers, scholars, practitioners, academicians, instructors, and students.

Global Business Driven HR Transformation: The Journey Continues (Print Edition) - Deloitte & Touche

Extract Value from Consultants - Gordon Perchthold 2010
This book empowers managers to take control of the consulting process in any business environment. Features: Insiders reveal the secrets of the consulting trade. Packed with firsthand observations, case studies, and valuable document templates, this book details a step-by-step approach to effectively selecting and managing any consultant. The authors explain how companies can take advantage of the increasingly complex world of global consulting; A guide for maximising return and minimising costs for companies hiring consultants. Too often consultants dictate where, when, and how they will deliver value. The book gives managers the tools they need to select and manage the right consultants at the right time and determine whether or not they are delivering the goods; Authors have global experience with major U.S. companies and consulting firms. The authors have built consulting practices around the world, working with companies such as Deloitte Consulting, Aflac, The Hartford, ING, Nationwide, New York Life, Northwestern Mutual, and Swiss Life.

Digital Transformation in Business and Society - Babu George 2019-10-04
The digital traces that people leave behind as they conduct their daily lives provide a powerful resource for businesses to better understand the dynamics of an otherwise chaotic society. Digital technologies have become omnipresent in our lives and we still do not fully know how to make the best use of the data these technologies could harness. Businesses leveraging big data appropriately could definitely gain a sustainable competitive advantage. With a balanced mix of texts and cases, this book discusses a variety of digital technologies and how they transform people and organizations. It offers a debate on the societal consequences of the yet unfolding technological revolution and proposes alternatives for harnessing disruptive technologies for the greater benefit of all. This book will have wide appeal to academics in technology management, strategy, marketing, and human resource management.

Digital Cultural Transformation - Donatella Padua 2021-12-13
The hypercomplex digital-technological environment is exponential and revolutionary. Our social mindset adaptation, instead, is slower and evolutionary, as an individual's or an organization culture needs time to transform. This book offers students, institutions, and organisations innovative and interdisciplinary digital sociology tools to help build an adaptive, flexible, imaginative social mindset in order to cope with such a gap and to match a sustainable digital transformation (DT). By disrupting traditional linear approaches to understand the context into which business models are designed, institutions and students are challenged with innovative transdisciplinary holistic models grounded into business case studies. If the book stimulates students to learn how purposefully and autonomously to explore the web, to grasp the deeper meaning of DT

and its social impact, institutions are solicited to answer to direct quests that go right to the core of their transformative DNA as: 'How effectively are you carrying on DT in a sustainable, people-centred way? Which is your socio-cultural DT profile and what are your DT areas of strength and areas of improvement?' In this frame of work, the innovative Four Paradigm Model indicates new coordinates and provides original tools to profile an institution's digital transformation strategy, to analyse it, and measure the level of sustainable socio-economic value. Sample syllabi, PowerPoint slides and quizzes are available online to assist in the teaching experience.

The Business Plan - Gerald Schwetje 2007-08-24
This book provides the essentials to write a successful business plan. The represented methods and best practices have been approved over many years in practice with many management consulting engagements. The book is beautifully structured, it has a pragmatic emphasis and an autodidactic approach. The reader gets acquainted with the skills and competencies as well as tools, required for the planning and development of the business plan project.

Digital Entrepreneurship - Mariusz Soltanifar 2020-11-13
This open access book explores the global challenges and experiences related to digital entrepreneurial activities, using carefully selected examples from leading companies and economies that shape world business today and tomorrow. Digital entrepreneurship and the companies steering it have an enormous global impact; they promise to transform the business world and change the way we communicate with each other. These companies use digitalization and artificial intelligence to enhance the quality of decisions and augment their business and customer operations. This book demonstrates how cloud services are continuing to evolve; how cryptocurrencies are traded in the banking industry; how platforms are created to commercialize business, and how, taken together, these developments provide new opportunities in the digitalized era. Further, it discusses a wide range of digital factors changing the way businesses operate, including artificial intelligence, chatbots, voice search, augmented and virtual reality, as well as cyber

threats and data privacy management. "Digitalization mirrors the Industrial Revolution's impact. This book provides a complement of perspectives on the opportunities emanating from such a deep seated change in our economy. It is a comprehensive collection of thought leadership mapped into a very useful framework. Scholars, digital entrepreneurs and practitioners will benefit from this timely work." Gina O'Connor, Professor of Innovation Management at Babson College, USA "This book defines and delineates the requirements for companies to enable their businesses to succeed in a post-COVID19 world. This book deftly examines how to accomplish and achieve digital entrepreneurship by leveraging cloud computing, AI, IoT and other critical technologies. This is truly a unique "must-read" book because it goes beyond theory and provides practical examples." Charlie Isaacs, CTO of Customer Connection at Salesforce.com, USA "This book provides digital entrepreneurs useful guidance identifying, validating and building their venture. The international authors developed new perspectives on digital entrepreneurship that can support to create impact ventures." Felix Staeritz, CEO FoundersLane, Member of the World Economic Forum Digital Leaders Board and bestselling author of FightBack, Germany
Delivering on Digital - William D. Eggers 2016-06-07
The government reform expert and acclaimed author of The Solution Revolution presents a roadmap for navigating the digital government era. In October 2013, HealthCare.gov went live—and promptly crashed. Poor website design was getting in the way of government operations, and the need for digital excellence in public institutions was suddenly crystal clear. Hundreds of the tech industry's best and brightest dedicated themselves to redesigning the government's industrial-era frameworks as fully digital systems. But to take Washington into the 21st century, we have to start by imagining a new kind of government. Imagine prison systems that use digital technology to return nonviolent offenders promptly and securely into society. Imagine a veteran's health care system built around delivering a personalized customer experience for every Vet. We now have the digital tools—such as cloud computing, mobile devices, and analytics—to stage a real transformation. Delivering

on Digital provides the handbook to make it happen. A leading authority on government reform, William D. Eggers knows how we can use tech-savvy teams, strong leadership, and innovative practices to reduce the risks and truly achieve a digitally transformed government.

Managing Digital Transformation - Andreas Hinterhuber 2021-05-27 This book provides practising executives and academics with the theories and best practices to plan and implement the digital transformation successfully. Key benefits: an overview on how leading companies plan and implement digital transformation interviews with chief executive officers and chief digital officers of leading companies – Bulgari, Deutsche Bahn, Henkel, Lanxess, L'Oréal, Unilever, Thales and others – explore lessons learnt and roadmaps to successful implementation research and case studies on the digitalization of small and medium-sized companies cutting-edge academic research on business models, organizational capabilities and performance implications of the digital transformation tools and insights into how to overcome internal resistance, build digital capabilities, align the organization, develop the ecosystem and create customer value to implement digital strategies that increase profits Managing Digital Transformation is unique in its approach, combining rigorous academic theory with practical insights and contributions from companies that are, according to leading academic thinkers, at the forefront of global best practice in the digital transformation. It is a recommended reading both for practitioners looking to implement digital strategies within their own organisations, as well as for academics and postgraduate students studying digital transformation, strategy and marketing.

Demystifying AI for the Enterprise - Prashant Natarajan 2021-12-31 Artificial intelligence (AI) in its various forms –– machine learning, chatbots, robots, agents, etc. –– is increasingly being seen as a core component of enterprise business workflow and information management systems. The current promise and hype around AI are being driven by software vendors, academic research projects, and startups. However, we posit that the greatest promise and potential for AI lies in the enterprise with its applications touching all organizational facets.

With increasing business process and workflow maturity, coupled with recent trends in cloud computing, datafication, IoT, cybersecurity, and advanced analytics, there is an understanding that the challenges of tomorrow cannot be solely addressed by today's people, processes, and products. There is still considerable mystery, hype, and fear about AI in today's world. A considerable amount of current discourse focuses on a dystopian future that could adversely affect humanity. Such opinions, with understandable fear of the unknown, don't consider the history of human innovation, the current state of business and technology, or the primarily augmentative nature of tomorrow's AI. This book demystifies AI for the enterprise. It takes readers from the basics (definitions, state-of-the-art, etc.) to a multi-industry journey, and concludes with expert advice on everything an organization must do to succeed. Along the way, we debunk myths, provide practical pointers, and include best practices with applicable vignettes. AI brings to enterprise the capabilities that promise new ways by which professionals can address both mundane and interesting challenges more efficiently, effectively, and collaboratively (with humans). The opportunity for tomorrow's enterprise is to augment existing teams and resources with the power of AI in order to gain competitive advantage, discover new business models, establish or optimize new revenues, and achieve better customer and user satisfaction.

Logistics 4.0 - Turan Paksoy 2020-12-18 Industrial revolutions have impacted both, manufacturing and service. From the steam engine to digital automated production, the industrial revolutions have conduced significant changes in operations and supply chain management (SCM) processes. Swift changes in manufacturing and service systems have led to phenomenal improvements in productivity. The fast-paced environment brings new challenges and opportunities for the companies that are associated with the adaptation to the new concepts such as Internet of Things (IoT) and Cyber Physical Systems, artificial intelligence (AI), robotics, cyber security, data analytics, block chain and cloud technology. These emerging technologies facilitated and expedited the birth of Logistics 4.0.

Industrial Revolution 4.0 initiatives in SCM has attracted stakeholders' attentions due to it is ability to empower using a set of technologies together that helps to execute more efficient production and distribution systems. This initiative has been called Logistics 4.0 of the fourth Industrial Revolution in SCM due to its high potential. Connecting entities, machines, physical items and enterprise resources to each other by using sensors, devices and the internet along the supply chains are the main attributes of Logistics 4.0. IoT enables customers to make more suitable and valuable decisions due to the data-driven structure of the Industry 4.0 paradigm. Besides that, the system's ability of gathering and analyzing information about the environment at any given time and adapting itself to the rapid changes add significant value to the SCM processes. In this peer-reviewed book, experts from all over the world, in the field present a conceptual framework for Logistics 4.0 and provide examples for usage of Industry 4.0 tools in SCM. This book is a work that will be beneficial for both practitioners and students and academicians, as it covers the theoretical framework, on the one hand, and includes examples of practice and real world.

Digital Transformation and Public Services (Open Access) - Anthony Larsson 2019-10-08
Through a series of studies, the overarching aim of this book is to investigate if and how the digitalization/digital transformation process affects various welfare services provided by the public sector, and the ensuing implications thereof. Ultimately, this book seeks to understand if it is conceivable for digital advancement to result in the creation of private/non-governmental alternatives to welfare services, possibly in a manner that transcends national boundaries. This study also investigates the possible ramifications of technological development for the public sector and the Western welfare society at large. This book takes its point of departure from the 2016 Organization for Economic Co-operation and Development (OECD) report that targets specific public service areas in which government needs to adopt new strategies not to fall behind. Specifically, this report emphasizes the focus on digitalization of health care/social care, education, and protection services, including the use of assistive technologies referred to as "digital welfare." Hence, this book explores the factors potentially leading to whether state actors could be overrun by other non-governmental actors, disrupting the current status quo of welfare services. The book seeks to provide an innovative, enriching, and controversial take on society at large and how various aspects of the public sector can be, and are, affected by the ongoing digitalization process in a way that is not covered by extant literature on the market. This book takes its point of departure in Sweden given the fact that Sweden is one of the most digitalized countries in Europe, according to the Digital Economy and Society Index (DESI), making it a pertinent research case. However, as digitalization transcends national borders, large parts of the subject matter take on an international angle. This includes cases from several other countries around Europe as well as the United States.

Scaling Edges - John Hagel 2014

Handbook of Research on Digital Transformation Management and Tools - Pettinger, Richard 2022-06-30
Advances in digital technologies continue to impact all areas of life, including the business sector. Digital transformation is ascertained to usher in the digitalized economy and involves new concepts and management tools that must be considered in the context of management science and practice. For business leaders to ensure their companies remain competitive and relevant, it is essential for them to utilize these innovative technologies and strategies. The Handbook of Research on Digital Transformation Management and Tools highlights new digital concepts within management, such as digitalization and digital disruption, and addresses the paradigm shift in management science incurred by the digital transformation towards the digitalized economy. Covering a range of important topics such as cultural economy, online consumer behavior, sustainability, and social media, this major reference work is crucial for managers, business owners, researchers, scholars, academicians, practitioners, instructors, and students.

The Ultimate Retail Manual - Jeffrey P. McNulty 2018-08-01

The retail sector is in the midst of a chrysalis period (major transformation) that is forcing most retailers to recalibrate their intentions with how they execute their business strategies. Many retailers are struggling with adapting to the NEW RETAIL ETHOS which is flummoxing a large segment of retail executives with how to correspond with fluctuating consumer demands in the digital age. Fortunately, this is creating a cacophony of opportunity for retail leaders to establish heuristic methods that will create an axiomatic bridge between legacy retailing of the past to the highly innovative, enthralling, and multisensory digital world of tomorrow, thus, creating an engaging retail utopian future.WITHIN THIS MANUAL YOU WILL LEARN* Four Techniques to Drastically Increase Net Income* The No-Limit Concept to Increase Revenue and Skyrocket Your Gross Margin Levels* Six Methods for Abolishing Revenue Deterrents and Increase Customer Brand Loyalty* How to Increase Top-Line Revenue and Maximize Per Square Foot Revenue* How to Attract and Retain Top-Notch Talent Throughout Your Organization* How to Create an Inclusive Environment for Your Employees & Customers* Feng-Shui Techniques to Foster an Environment of Auspicious Energy* How to Promote the Right Leaders and Reward Your EmployeesThese retail concepts are a series of compounding ideas that create an overall advantageous synergistic effect. They generate effectual momentum analogous to The Flywheel Effect that Amazon CEO Jeff Bezos incorporates which creates a "virtuous cycle" a.k.a. a positive feedback loop. This translates into a magnetic and interactive shopping environment that is built upon solid foundations, devoted relationships, transparency, and an amalgamation of concrete values that truly serve your customers. This retail manual was created to assist any new or experienced retail leader (department manager up to the C-Suite executive) with acclimating to an experiential retail environment while supplementing and enhancing their existing retail acumen.

Digitalization: The Consumer in the Digital Age, E-commerce and Asymmetric Information, Chances and Risks for Small and Midsize Companies in the BtoC Retail Business - Marc Wiefel 2016-08-09

Doctoral Thesis / Dissertation from the year 2016 in the subject Business economics - Business Management, Corporate Governance, Comenius University in Bratislava (Management), language: English, abstract: The present work explores the impact of the global megatrend of digitalization on the business model of small and midsize companies, especially on retail. Fundamentally, the revolutionized search and purchasing behavior of consumers is in the center of the analysis. Businesses around the world need to adapt to the digital consumer, otherwise they will simply be consolidated. The core question this work tries to answer, is the further development of online purchase behavior, precisely the hypothesis, that only online purchase will stagnate or even slow down for certain product categories. In order to have a better understanding of the current situation among small and midsize companies on the knowledge about digitalization, an online survey with more than 100 participating leaders from retail companies has been executed. The main part for discussing the hypothesis is based on the model of asymmetric information between buyers and seller, the Principal Agent Theory by Georg Akerlof. Information asymmetry is the key to understand different aspects that impact on e-commerce. Key leavers (selected) to influence information search and purchase are big data, social isolation, cyber crime and aggressive marketing. One of the conclusions is, that The Principal Agent Theory, developed quite a long time before digitalization began, is still valid and there are different pros and cons in "the old" and the digital world, in regard to asymmetric information. Truly digitalization is unstoppable, but for certain products and industries, online purchase behavior will stagnate or decrease. The model of asymmetric information permits clear recommendations and guidance for small and midsize companies to evaluate urgency to adapt digital consumer purchase behavior. Key words: digitalization, e-commerce, digital convergence, information asymmetry, Principal Agent Theory, digital consumer, omni-channel retail

The Management Transformation of Huawei - Xiaobo Wu 2020-04-30 Huawei has become China's most prominent multinational company and a leader in the ICT sector. Given unprecedented access to the company,

the authors of this book examine the management transformation of Huawei from its inception in 1987 until 2019, observing in detail not only the creation of its organizational routines but also the breaking of routines across most major functional areas: Management, Product Development, HR, Supply Chain, Finance, R&D, Intellectual Property, and International Business. 'Dynamic capabilities' are central to theories of competitive advantage and this book highlights Huawei as an ideal case study for the successful implementation of change routines and change-supporting values. The chapters cover all the major change initiatives the firm has undertaken since 1996 to import best practices from the West, with the help of consultants. The insights presented in the book will be particularly interesting for academics in the field of strategy, management, and business history.

THE STRATEGY JOURNEY - Julie Choo 2020-12-07
How to navigate your strategy journey in business using a five model framework and methodology that teaches you to play 'SMART' and 'win' in the game of business and career ascension.

Digital Business Models - Annabeth Aagaard 2018-12-04
This innovative edited collection explores digital business models (DBMs) in theory and practice to contribute to knowledge of how companies, organizations and networks can design, implement and apply DBMs. It views DBMs in a range of contexts and forms, which can be integrated in a number of ways, and aims to inspire and enable academics, students and practitioners to seize the opportunities posed by digital business models, technologies and platforms. One of the first and comprehensive contributions to the field of DBMs and digital business model innovations (DBMI), the authors discuss the opportunities, challenges, technologies, implementation and value creation, customer and data protection processes of DBMs in different contexts.

Playing to Win - Alan G. Lafley 2013
Explains how companies must pinpoint business strategies to a few critically important choices, identifying common blunders while outlining simple exercises and questions that can guide day-to-day and long-term decisions.

Pricing and Profitability Management - Julie Meehan 2011-06-28
The practical guide to using pricing and profitability management to build a better business A comprehensive reference for any business professional looking to understand the capabilities and competencies required for effectively managing pricing and profitability, Pricing and Profitability Management explains how to determine the right approach, tools, and techniques for each of six key categories (pricing strategy, price execution, advanced analytics and optimization, organizational alignment and governance, pricing technology and data management, and tax and regulatory effectiveness). Exploring each category in detail, the book addresses how an integrated approach to pricing improvement can give a sustainable, competitive advantage to any organization. The ultimate "how to" manual for any executive or manager interested in price management, the book presents a holistic, comprehensive framework that shows how integrating these pricing categories into a cohesive program leads to impressive gains that cannot be achieved through a single-pronged approach. Presents a comprehensive framework for more effectively managing pricing and profitability Identities the six key categories of pricing and profitability management Shows you how to gain a competitive edge by managing pricing and profitability Taking a comprehensive view of pricing, companies can position themselves to tap a vast source of shareholder value—the ability to set and enforce profitable prices, not just once, but again and again in response to marketplace changes and evolving business needs—and this book will show you how.

New Horizons for a Data-Driven Economy - José María Cavanillas 2016-04-04
In this book readers will find technological discussions on the existing and emerging technologies across the different stages of the big data value chain. They will learn about legal aspects of big data, the social impact, and about education needs and requirements. And they will discover the business perspective and how big data technology can be exploited to deliver value within different sectors of the economy. The book is structured in four parts: Part I "The Big Data Opportunity"

explores the value potential of big data with a particular focus on the European context. It also describes the legal, business and social dimensions that need to be addressed, and briefly introduces the European Commission's BIG project. Part II "The Big Data Value Chain" details the complete big data lifecycle from a technical point of view, ranging from data acquisition, analysis, curation and storage, to data usage and exploitation. Next, Part III "Usage and Exploitation of Big Data" illustrates the value creation possibilities of big data applications in various sectors, including industry, healthcare, finance, energy, media and public services. Finally, Part IV "A Roadmap for Big Data Research" identifies and prioritizes the cross-sectorial requirements for big data research, and outlines the most urgent and challenging technological, economic, political and societal issues for big data in Europe. This compendium summarizes more than two years of work performed by a leading group of major European research centers and industries in the context of the BIG project. It brings together research findings, forecasts and estimates related to this challenging technological context that is becoming the major axis of the new digitally transformed business environment.

IDeaLs (Innovation and Design as Leadership) - Joseph Press 2021-08-16 Inspired by the actual transformation journeys of multinational companies, IDeaLs explores how re-framing our traditional theories reveals a more integrated approach to engaging people for systemic change.