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Uwe Seebacher



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Template-driven Consulting Uwe G. Seebacher,2003-07-07 A guide for managers who have been searching for a way to cut costs on expensive external business advice Template Driven Consulting TDC allows companies to trim down expenses at another source external consultants Applying TDC employees become the experts providing a cutting edge advantage empowering employees to deliver consulting work usually done by high priced externals Several case studies lay out how business could gain a long term competitive advantage by applying the TDC methodology *Template-driven Consulting* Uwe G. Seebacher,2012-11-15 Template driven Consulting is a book for managers who have long been searching for a way to cut costs on expensive external business advice Every day new stories of companies that have gone belly up or encounter severe financial troubles show up on the front pages of newspapers across the globe Cost cutting is again the most pressing issue in organizations initiating massive layoffs and large scale reductions in spending on capital goods Template driven Consulting TDC allows your company to trim down expenses at another source external consultants By drawing on the use of templates TDC at last really brings about the often cited knowledge transfer from consultants to your employees Applying TDC your employees are to become your experts whilst you will see the number of and cost for external consultants decrease tremendously This book with its clear structure and hands on approach lets you understand the new methodology and will help you in reaping its cost benefits in your company It provides you all the necessary insights into how consultants are working at your company and how they should be so as not to burn cash by the hour TDC puts you in the driver s seat and gives you a cutting edge advantage empowering your own employees to deliver consulting work usually done by high priced externals Template driven Consulting shows you what you can expect from consultants Besides several case studies lay open how business could gain a long term competitive advantage by applying the TDC methodology **B2B Marketing** Uwe G. Seebacher,2021-05-03 This unique book comprehensively presents the current state of knowledge theoretical and practical alike in the field of business to business B2B marketing More than 30 of the best and most recognized B2B marketers address the most relevant theoretical foundations concepts tried and tested approaches and models from entrepreneurial practice Many of those concepts are published for the first time ever in this book The book not only builds on the existing classic literature for industrial goods marketing but also and much more importantly finally closes the gap towards the rapidly growing ecosystem of modern B2B marketing terms instruments products and topics Technical terms such as Account Based Marketing Buyer Journey ChatBots Content AI Marketing Automation Marketing Canvas Social Selling Touchpoint Sensitivity Analysis and Predictive Intelligence are explained and examined in detail especially in terms of their applicability and implementation The book as a whole reflects the B2B marketing journey so that the readers can directly connect the content to their own experience and use the book as a guide in their day to day work for years to come **Cost Recovery** Richard B. Lanza,2009-08-11 Cost Recovery Turning Your Accounts Payable Department into a Profit Center shows

how to identify a company's hidden financial assets. It provides tools to assist organizations generate cash recoveries, stop profit leaks, move away from control issues and work towards process improvements. The book shows how to incorporate profit recovery technology and how to pair a company with a recovery expert best suited to the company's needs to achieve bottom line results. The book discusses how to utilize free services offered by cost recovery consultants using of top money saving proves improvements and how to create a plan to maximize recovering technology.

Reengineering Corporate Communication Uwe Seebacher, 2022-07-28. This book employs the latest insights from modern marketing into the theory and practice of corporate communication including the main stages and goals and highlights the key potentials for the field. It briefly presents the essential features of the methodological and structural sciences in order to illustrate to the reader how from a marketer's point of view these new insights can be derived objectively, reliably and validly for the field of corporate communication according to scientific criteria. The book then introduces the maturity model for modern corporate communication and describes which fields of activity must be gone through in order to be able to implement the change management process towards corporate communication excellence efficiently and effectively. Building on this it introduces and defines the most important new concepts of corporate communication in the twenty first century and thus clearly delineates the field of research for this corporate function in the coming years. The book goes on to address the important areas of IT and HR in order to provide a 360 view of the developments to be realized in the field of corporate communication. A CC self test at the end of the book is intended to help the reader immediately recognize where their own organization stands and against this backdrop to be able to start the necessary activities towards corporate communication excellence immediately on the basis of the maturity model. Prof. Dr. Uwe Seebacher takes us on a timely and informative read on what could be the biggest crisis for Corporate Communications remaining stagnant in a time of great change. With rich context and fine detail he illuminates the opportunities to reengineer Corporate Communications and quantify its role in truly impacting business. From the importance of predictive intelligence underpinned by authenticity and empathy to building trust, this book is a guide for successful business in the 21st Century. I highly recommend it. Heidi Eusebio, Strategist and Executive Director, Edelman.

Uwe Seebacher has once again demonstrated in a well founded manner what methodological and structural science is capable of, namely to precisely logically derive the long overdue process of change in the field of corporate communications and thereby make it comprehensible. But he also takes the important next step of operationalizing his thoughts in a directly measurable way by providing an easy applicable concrete process model for reengineering corporate communication with many tips, templates and inputs for HR and IT. Miguel Gimenez de Castro, Head Of Communications, Spain, Portugal, Greece and Israel, IBM.

ECKM2007-Proceedings of the 8th European Conference on Knowledge Management Dan Remenyi, 2007. **American Book Publishing Record**, 2003. *Consulting und Digitalisierung* Thomas Deelmann, 2019-04-17. Die Unternehmens und Verwaltungsberatung hat die Digitalisierung seit einigen Jahren als attraktives

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faul Uwe Seebacher, 2025-03-22 Wer klug faul ist arbeitet weniger erreicht mehr und bleibt dabei völlig entspannt Uwe Seebacher berät seit vielen Jahren Spitzenmanager und machte eine verblüffende Entdeckung Die besten tun nur was wirklich zählt Gerade deshalb haben sie Erfolg und dabei noch ein Leben außerhalb der Arbeit Bezaunend einfach erklärt Seebacher wie wir mit der Kunst der Faulheit weniger tun und mehr erreichen **Aanwinsten van de Centrale Bibliotheek
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