

Contributions to
Management Science

Hagen K.C. Pfeiffer

The Diffusion of Electronic Data Interchange



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The Diffusion Of Electronic Data Interchange Contributions To Management Science

**Tugrul U. Daim, Nima Behkami, Nuri
Basoglu, Orhun M. Kök, Liliya
Hogaboam**

The Diffusion Of Electronic Data Interchange Contributions To Management Science:

The Diffusion of Electronic Data Interchange Hagen K.C. Pfeiffer, 2012-12-06 This book documents the research I conducted on the subject of Electronic Data Interchange during my time at the Institute of Business Informatics University of Berne Switzerland In this effort I enjoyed a great deal of help from numerous others including professional colleagues interview partners and members of my family Even though I cannot possibly mention them all I would like to express my sincere gratitude for their selfless support Above all I am grateful to Prof Dr Gerhard Knolmayer who contributed to the book both in its formative stages and throughout its development He has been an unwavering source of encouragement during the many difficult stages of the investigation and I greatly benefitted from our discussions of the subject matter Moreover he was extremely generous with his time in carefully reviewing all the five chapters The financial support for this book came from the Hasler Foundation in Berne I wish to thank the Foundation and especially its Managing Director Dr P A Jaeger for funding the empirical part of the research project Likewise I am grateful to the University of Berne for providing me with the necessary computer and other resources The Institute of Business Informatics should be commended particularly for its very stimulating work environment

Psychoanalysis and Management Michael Hofmann, Monika List, 2013-11-11 Managers are confronted with many difficult demands which are still unknown to them Gaining a better knowledge for unconscious ways of human behavior and their motivations is very important This book introduces research work to European readers by selected contributions from leading psychoanalytically oriented management theorists and clinicians The authors deal with different topics such as leadership corporate culture family business organizational stress career dynamics and so on All of them try to win an understanding and insight into conscious unconscious rational and irrational behavior The purpose of this book is fulfilled if this knowledge can be practiced in order to achieve improvements for the cooperation between people in general

Discrete Choice Experiments in Marketing Klaus Zwerina, 2013-06-29 The chapter starts with a positioning of this dissertation in the marketing discipline It then provides a comparison of the two most popular methods for studying consumer preferences choices namely conjoint analysis and discrete choice experiments Chapter 1 continues with a description of the context of discrete choice experiments Subsequently the research problems and the objectives of this dissertation are discussed The chapter concludes with an outline of the organization of this dissertation

1 Positioning of the Dissertation During this century increasing globalization and technological progress has forced companies to undergo rapid and dramatic changes for some a threat for others it offers new opportunities Companies have to survive in a Darwinian marketplace where the principle of natural selection applies Marketplace success goes to those companies that are able to produce marketable value i.e. products and services that others are willing to purchase Kotler 1997 Every company must be engaged in new product development to create the new products customers want because competitors will do their best to supply them Besides offering competitive advantages new products usually lead to sales growth and stability As household

incomes increase and consumers become more selective firms need to know how consumers respond to different features and appeals Successful products and services begin with a thorough understanding of consumer needs and wants Stated otherwise companies need to know about consumer preferences to manufacture tailor made products consumers are willing to buy

Decision Making Structures Mario S. Catalani, Giuseppe F. Clerico, 2012-12-06 This book is the culmination of many years research inspired by the pioneering and seminal works of Sah and Stiglitz We gratefully acknowledge the influence of these two authors whose ideas and contributions have brought us together on this collaboration despite our divergent scientific backgrounds while Catalani is interested in quantitative methods Clerico is a non quantitative economist We thank the Editor of the Rivista Internazionale di Scienze Economiche e Commerciali for permission to use slightly modified versions of papers published in that Review they are the content of Chapters I and III of Part I and of Chapter I of Part II We heartily thank Ms Laura McLean for carefully revising our English The publication of this book has been made possible by a grant from the Department of Economics University of Turin Italy Torino July 1995 Mario S Catalani Giuseppe F Clerico

CONTENTS Introduction 1 PART I Some models of decision making structures I How and when unanimity is a superior decision rule 15 II Majority rules and efficiency of the decision process 31 III Team cooperation vs independent assessment 41 IV Leadership and dependence 59 V The decision making process of political organizations 75 PART II Pyramid decision structures I Pyramidal structures a preliminary note 91 II Other properties of pyramids 103 III Pyramids and dependence 117 IV Organization loyalty and efficiency 133 Conclusions 151 References 163 Mario S

Recent Research in Financial Modelling Evert J. Stokking, Giovanni Zambruno, 2012-12-06 The book contains a selection of recently revised papers that have initially been presented at two different meetings of the EURO Working Group on Financial Modelling The papers related to the microstructure of capital markets provide evidence that the price dynamics of financial assets can only be explained and modelled on the basis of a careful examination of the decision process which leads traders to interact and fix the equilibrium prices The papers by Pecati Luciano Ferrari and Cornaglia belong to this category and help considerably understand the performance of markets which are relatively far from perfection owing to thinness frictions taxation and the like This is indeed the case for some European Exchanges The very foundations of quantitative financial analysis have been discussed in the contributions of Luciano Canestrelli Uberti and Van der Meulen The classical although recent advances on the pricing of derivative securities have been analyzed and applied by Kremer Hallerbach and Jensen Nielson thus demonstrating that established theories still provide space for a deeper investigation Another major topic of interest relates to empirical studies about how markets behave with respect to theoretical models In this respect the contributions of Viren Bradfield and Wilkie Pollock are quite significant They present evidence based on real data discussed in the light of advanced statistical techniques It is apparent that Corporate Finance and Capital Markets are becoming more and more related and interacting with each other

Business Rule-Oriented Conceptual Modeling Holger

Herbst,2012-12-06 This book is based on a PhD dissertation which was accepted by the faculty of Law and Economics at the University of Bern Switzerland The ideas presented were partially developed in a research project founded by the Swiss National Science Foundation in 1993 and 1994 This research project was concerned with evaluating the application of database triggers and active databases for the implementation of business rules We recognized among other things the lack of a methodology for modeling such business rules on the conceptual level Therefore this became the focus of the follow up research which resulted in this book All this work would not have been possible without the help of several people First of all I would like to give special thanks to my thesis supervisor Prof Dr Gerhard Knolmayer He not only initiated the research project and found an industry partner but also provided very valuable ideas and critically reviewed and discussed the resulting publications Furthermore I would like to express my thanks to the second thesis supervisor Prof Dr Sham Navathe from Georgia Institute of Technology who influenced my work with results from a former research project and who agreed to evaluate the resulting PhD Dissertation

Financial Modelling Lorenzo Peccati,Matti Viren,2012-12-06 The volume collects a selection of papers presented and discussed during the two Meetings held in 1992 of the EURO Working Group on Financial Modelling In April the works were held in Cogne Aosta Valley Italy and in November in Turku Finland The Group was founded eight years ago and at present is formed by some hundreds of people from over ten European countries and from the United States The unusually high rhythm of two Meetings per years has been always kept with the exception of one of the first years This reveals the strong vitality of this community The wide variety of papers presented and discussed together with the originality of their approach and of the results also witnesses the quality of the work the Group is doing in Finance There are more than one way to work in this fastly growing field A largely diffused approach is mainly oriented in building theories to be cast within some general economic paradigm If some simplifications are needed to get perfect theoretical coherence with the preferred paradigm they are easily accepted The most diffuse approach within the Group although attentive to general theories tries sometimes to build workable models where many relevant details of the reality are captured even if the price is not to adhere to some general theory This does not mean of course that the Group is against general paradigms

Global Diffusion and Adoption of Technologies for Knowledge and Information Sharing Tan, Felix B.,2012-10-31 This book provides diverse insights from researchers and practitioners around the world to offer their knowledge on the comparisons of international enterprises to managers and practitioners to improve business practices and keep an open dialogue about global information management Provided by publisher

Healthcare Technology Innovation Adoption Tugrul U. Daim,Nima Behkami,Nuri Basoglu,Orhun M. K  k,Liliya Hogaboam,2016-02-27 This book aims to study the factors effecting the adoption and diffusion of Health Information Technology HIT innovation It analyses the adoption processes of various tools and applications particularly Electronic Health Records EHR highlighting the impact on various sectors of the healthcare system such as physicians administration and patient care while also identifying the

various pitfalls and gaps in the literature With the various challenges currently facing the United States healthcare system the study adoption and diffusion of healthcare technology innovation particularly HIT is imperative to achieving national goals This book is organized into three sections Section one reviews theories and applications for the diffusion of Health Care Technologies Section two evaluates EHR technology including the barriers and enablers in adoption and alternative technologies Finally section three examines the factors impacting the adoption of EHR systems This book will be a key source for students academics researchers practitioners professionals and policy makers

Digital Communities in a Networked Society Manuel J. Mendes, Reima Suomi, Carlos Passos, 2006-04-11 Digital Communities in a Networked Society e Commerce e Business and e Government deals with the accelerating evolution in the computerization of society This evolution or should we call it a revolution is dominantly driven by the Internet and documented by the novelties introduced year by year by Information and Communication Technologies The book contains recent results of research and development in the areas of E government Business models of e applications Innovative structures in the internet Auctions and e payment Future aspects of communication Internet and the web Advanced platforms and grid computing Cooperation and integration Modeling and construction of e services

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